

# AMERICAN NURSERYMAN

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

OCTOBER 1, 1952



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# AMERICAN NURSERYMAN

[ Registered U. S. Patent Office ]

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**Forms for the October 15 issue will close Monday, October 6.**

**Forms for the November 1 issue will close Monday, October 20.**

**Mail copy to arrive at Chicago by these dates—no later!**



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**T**HIS is the rose-growing paradise of the world . . . the famous mountain valley area of Hemet, California. No other area in the United States offers more ideal rose-growing conditions. Extremely rich soil, ample irrigation facilities, plus a growing season that is hot, make rosebushes thrive under the desert sun. However, the winters are cold. This temperature change is actually a test of the hardiness of the bush. That's why we call them "Seasoned Rosebushes" . . . they will grow everywhere!

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Each year our entire stock is allocated to old customers. Last year thanks to perfectly ideal growing conditions we were able to supply a few new customers. We hope to do the same this year.

Regardless of whether you buy from us or not, drop us a note. We would like to have your name on our mailing list to receive literature of special interest to nurserymen.

# HOWARDS of HEMET

*"Seasoned Rosebushes"*

Trade Mark

PATENTED AND NON-PATENTED ROSEBUSHES FOR THE WHOLESALE TRADE  
HOWARD ROSE COMPANY • BOX 1345 • HEMET • CALIFORNIA

# AMERICAN NURSERYMAN

F. R. KILNER, *Editor and Publisher*  
Kenneth A. Brent, *Managing Editor*

## Editorial

### CONTINUING CUSTOMERS

When there are orders for planting jobs booked for months ahead, the nurseryman completes current ones with a sigh of relief—and forgets them. There should be plenty more so long as home building continues at anything like its present rate. And it could continue for some years, under favorable economic conditions, because of the unfilled housing needs.

The customers whose planting jobs are completed today, however, can be a source of additional business that should be welcome to the nurseryman, either in the form of increased volume or in the replacement of home planting jobs when the demand for new jobs falls off.

The owner of a small home whose grounds have just been planted by a nurseryman is concerned with other phases of his domestic surroundings as well, and his interest in plants may remain undeveloped for the present or for all time to come if these other phases engross his attention. The likelihood of his interest in plants remaining undeveloped is the greater if he hears no further from the nurseryman who has planted his grounds. Under such circumstances, any awakened interest will benefit the competing nurseryman or the catalog firm that bids for the homeowner's business.

Some landscape nurserymen make a practice of calling on these customers a few months or a year after the planting job is completed, to keep alive the contact and obtain further business if it is to be had. Others are too busy with current operations to indulge in such speculative calls and follow up old jobs only when the customers send for them. This is a shortsighted practice, for it relinquishes an established contact, either to a competitor or altogether.

The busy nurseryman can maintain this contact in an easy way by sending out seasonal letters or circulars as reminders of his available services. A card file of customers is easy to maintain as a mailing list. The letter or circular need not be lavish or expensive. The message is important, and, if it indicates a sincere wish to help the homeowner with his garden problems, it will

## The Mirror of the Trade

open the way to orders for stock or requests for service.

Such a mailing list of current and past customers would seem to be a fundamental of any business. But there are many landscape and sales-yard nurserymen who make no effort to employ it for sales development. One nurseryman who had been a short time in business in a suburban area of good homes, ventured such a circular, which seemed so lacking in impressiveness when it came from the printer that he felt doubtful of results. The surprising response may have been explained, he later concluded, by the statement of several callers that it was the first invitation to do business with a local nurseryman that they had received since residing in the community.

Certainly the homeowners for whom a nurseryman is currently completing planting jobs can be of prime value as continuing customers if effort is made to hold them.

### LIFT HOUSING CREDIT CURBS

Further impetus was given to the high rate of home construction by the recent action of the federal reserve board in suspending, effective September 16, its regulation X, which limited the credit available to purchasers of new housing or improvements on existing housing where such improvements totaled over \$2,500.

The board acted upon advice from the Department of Labor that during June, July and August the number of housing units started was below a seasonally adjusted annual rate of 1,200,000.

Amendments put into the defense production act by Congress last spring required that regulation X be lifted whenever housing starts in three consecutive months were under the rate of 1,200,000 units each year.

Regulation X required that purchasers of new housing put up down payments of not less than 5 per cent on houses costing \$7,000 or less. The required down payment ranged up to 40 per cent on houses valued at \$25,000 or more. Improvements, such as landscaping, amounting to more than \$2,500 would also be subject to the credit restrictions of the regulation. Improvements costing less than \$2,500 were released from any credit limitation when regulation W was suspended this past May.

The suspension of regulation X means that the only limitations on housing credit now in effect are those usually employed by the banks themselves to regulate their business.

Housing that fell under the terms of regulation X had to be purchased with only a first mortgage. Suspension of the regulation means that a purchaser may also seek a second and perhaps a third mortgage, thereby decreasing the amount of his down payment.

It is expected that persons with limited funds for down payments on homes and on the more costly kinds of home improvements will now be stimulated to making such purchases, thus prolonging the excellent market for nursery stock.

### WESTWARD, HO!

This issue of the American Nurseryman carries reports of the annual meetings of nurserymen's associations representing the three great Pacific coast states, California, Oregon and Washington. These three large, active meetings offer further testimony to the growing importance of the west, not only in the nursery industry, but in the total national economy.

This tremendous and continuing growth of the west belies the frenzied cries of the planners who contend that the American economy has "matured" and must be nursed and regulated. The geographical frontiers have ceased to be, but the challenge of the west sounds forth undiminished.

We salute our western friends on their past achievements and look forward with them to an even more brilliant future.

### FOR ENDING PROFIT TAX

Secretary of Commerce Sawyer said he favors ending the excess profits tax next June 30.

The secretary outlined his views recently to reporters at the close of a 2-day meeting with 60 businessmen members of the commerce department's business advisory council.

The industry men, Secretary Sawyer said, forecast "pretty good business conditions lasting well into next year," but expressed the view that tax reduction would help to offset the ultimate decline in military spending.

# New High in California Attendance

By Ed McNeill

Clear, sunny, blue skies, flying fish, tropical palms and island mermaids greeted 450 members of the California Association of Nurserymen disembarking from the steamer at the dock on Catalina Island on Monday, September 15, as they arrived for the 42nd annual convention of the association.

Extending a welcome to the largest group ever to attend an association convention were the board of directors, who interrupted a meeting to meet the boat; President Herman J. Sandkuhle, of Sunset Nursery Co., Oakland; Executive Secretary Elmer J. Merz; Mayor Harry Cowell of Avalon, and the "Flying Fish Queen," Janet Peterson, who presented the traditional key to the island to the incoming group.

#### Officers Elected

Jack Evans, Evans & Reeves Nurseries, Los Angeles, was elected president of the association for the coming year. Other new officers are vice-president, James H. Wilson, Peters & Wilson Nursery, Millbrae, and treasurer, Fred Wittsche, Lagomarsino Nurseries, Sacramento.

The first business session of the convention was called to order by President Sandkuhle on Tuesday morning with a reading of a letter of greetings to the members by Gov. Earl Warren of California. Governor Warren commended the industry for its efforts in leading the state to the top of the nation's horticultural production and sales.

Reviewing the association's activities during the past year, Mr. Sandkuhle commented in particular on the remarkable growth in membership to a dues-paid total of 755; the issuance of charters to two new chapters, Monterey Bay, a partition from the Peninsula group, and Se-



View of Avalon, Catalina Island, and the Bay.

quoia, which will encompass nurseries in the far northern section of the state; the fine progress of the public relations program with particular emphasis on the cooperative advertising plan of the San Joaquin chapter; the San Fernando Valley chapter's unique fictional advertising figure known as "Joe Grows"; sponsorship of a 15-minute television show by the Peninsula and the Central chapters, and the Los Angeles chapter's aid in the opening of the magnificent new \$250,000 Floricultural building at the Los Angeles county fair, which is dedicated to the California Association of Nurserymen.

All of these projects develop greater prestige for the nurseryman, according to President Sandkuhle, who advised all members to continue their efforts to improve public relations.

#### Executive Secretary's Report

"I feel that greater strides in growth and service have been made in the past year than at any other time," was Executive Secretary Elmer Merz's opening comment in presenting his progress report. Continuing, Mr. Merz pointed to fine cooperation with the American Association of Nurserymen in solving problems of wage and price controls; the quick elimination of the government order that would have deprived nurserymen of all used cans; success of the accident insurance plan, which has refunded over \$60,000 to participating members over a period of three years; the fine response to the C. A. N. hospital-medical plan, introduced by Pressley Neville Jones, now in full participation by 10 chap-

ters; work on the reduction of personal property tax in relation to nursery stock, and the fine financial standing of the organization, which includes a solid cash reserve plus \$11,000 in government bonds.

#### Speaks on New Plants

Following an introduction by Jack Evans, Evans & Reeves Nurseries, Los Angeles, and president-elect of the association, Dr. Vernon T. Stoutemyer, chairman of the department of horticulture and floriculture at U.C.L.A., addressed the group on the subject, "Promising New Plant Introductions."

Dr. Stoutemyer said, "From the viewpoint of the nurseryman, a good plant must be one which can be propagated and grown to a satisfactory size in a reasonable time, it must be sufficiently well-known to produce an adequate demand and also it must be reasonably satisfactory in the hands of the customer. There are some fine plants which, although old introductions, are still virtually unknown."

"In California, we have so many ornamentals for most of the climatic zones that some may wish to do nothing but grow and sell the old reliable. The end result of such an attitude would be a deadly monotony in our gardening, which would kill interest in horticulture. I believe that one way to keep up nursery sales in completely built-up areas is to encourage an interest in the frequent changing of garden effects and a willingness to discard inferior or average plants."

Among the good evergreen trees which are free of a serious fault of

some kind, Dr. Stoutemyer listed: *Cryptocarya rubra*, an evergreen with aromatic glossy foliage, suggestive of the coast live oak, thriving under heavy watering, making either a round-headed tree or a somewhat fastigiate specimen; the boldu, *Peumus boldus*, which can form a massive tree, broadly spreading; the mayten, *Maytenus boaria*, adaptable to both coastal and valley conditions, a small, beautiful tree with a slightly weeping habit and refined foliage; two rarely seen acacias of good qualities, *Acacia pendula*, grown with little or no irrigation, having silvery foliage and a weeping habit, and the graceful, upright *Acacia pruinosa*.

Listed as newer flowering trees adaptable to the south coastal areas were *Chiranthodendron platanoïdes*, the strange hand tree; *Dais cotinifolia*, with clusters of flowers in the spring like a pink viburnum; *Erythrina constantiana*, the evergreen coral tree, and the fire wheel tree of Australia, *Stenocarpus sinuatus*.

Promising new deciduous trees are the Italian oak, *Quercus conferta*; the Italian alder, *Alnus cordata*, and *Idesia polycarpa*.

Following the discussion of these tree varieties, Dr. Stoutemyer explained the progress of his department in the search for evergreen turf grasses. New Bermuda grasses have been combined well with Merion bluegrass for improved winter color, but so far the perfect mix is still in the experimental stage.

#### Admonition on Selling

After the conclusion of Dr. Stoutemyer's fine technical address, Claude Chidamian, a lecturer at the University of Southern California, delivered a resounding admonition to nurserymen to do their own selling, not to depend on outsiders to do the job.

"With honest and sincere publicity, create a lasting public demand for your products," said Mr. Chidamian. "You depend too much on outsiders. Take matters into your own hands; publicize yourself, your methods; be assured of the public's greater need by selling what you have to sell; direct your efforts to that 90 per cent group of your customers who are not the hobbyist or the flower lover; make your advertising functional, simple, in good taste, informative and authoritative; keep in mind always these key words—education and standards; it is your duty to be an educator as well as an enthusiast; show customers honestly where and how to use your plant material."

Two prizes were awarded at the conclusion of the morning business session. A sparkling Sunbeam toaster, a donation of Schwabacher-Frey Co., Los Angeles, was won by Mrs. Paul Kleinsorge, of San Diego, while two complimentary tickets to the Los Angeles county fair went to Mrs. Clyde Stocking, of Stocking's Rose Nursery, San Jose.

#### What Is Ahead for Business

After greeting incoming guests arriving on the Tuesday steamer, all members convened in the massive Casino ballroom for the keynote luncheon. The guest of honor was Manchester Boddy, retired publisher of the Los Angeles Daily News, who delivered a scintillating address, entitled "What's Ahead for Business." In his 25 years of experience in the newspaper field, Mr. Boddy won national renown as a news trend analyst. The picture of the days ahead is not bright, according to Mr. Boddy, but he feels a strong confidence in the future of America.

Addressing the conventurers as "fellow nurserymen," since he is the owner of the Descanso Gardens at La Canada and a wholesale camellia and rose organization at Chino, Descanso Distributors, Inc., Mr. Boddy stated he had entered the nursery business many years ago to be in an industry that had "no problems." He admired the business because it is one of the last to be relatively independent, without dependency on chain-store methods. "It is one of the few," he stated, "in which one man can still work out his own business problems. It is a field of self-expression, self-enjoyment."

"The United States is rapidly approaching the crossroads," continued Mr. Boddy, "whereat we must decide



Jack W. Evans

to allow Europe and Japan to trade with us at favorable, reduced tariffs or eventually face the loss of this business to the communist nations. As for interstate business, I can only see continued inflation and higher prices because of necessary military budgets protecting our frontiers, labor demands, social services and other factors."

Short industry panel discussions followed the luncheon, featuring landscape, retail, bedding plant and wholesale groups.

#### Social Interlude

The first major social event of the ladies' program followed the luncheon. Under the direction of Mrs. Margaret Tomlinson, a Wauhini social was held in the St. Catherine hotel dining room, with Mrs. Wally Leiser, of Mann's Nursery, Petaluma, winning the first prize at canasta, a large assortment of paper goods donated by Carr-Graybill Paper Co., Pomona. Second prize, a lamp, went to Mrs. Jim Meadows. At the conclusion of a cocktail hour in the headquarters dining room, informal dancing among the guests was enjoyed. As a special entertainment highlight, Jane Evans, better known as Mrs. Bill Evans, of Evans & Reeves Nurseries, gave her version of a famous Hawaiian dance.

Preceding Mrs. Evans, a highly trained group of native "girls" brought down the house with an exotic hula dance. Under strong lighting effects, the "girls" proved to be Ernie Bordier, Bordier's Nursery, Covina; Syd Whitehorn, Sierra Nursery & Seed Co., Fresno; Bob Gibbs, Winsel-Gibbs Seed & Nursery Co., Los Angeles; Paul Shepp, Shepp's Shade Gardens, Pasadena; Pressley N. Jones, group insurance representative, Los Angeles; Jim

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On the dock at Avalon. "Flying Fish Queen" Janet Peterson, center, presents the traditional key to the island city to President Herman Sandkuhle, of the California Association of Nurserymen. President-elect Jack Evans, extreme left, and Mayor Harry Cowell, of Avalon, look on. Girl at right is unidentified.

# Washington Holds Largest Meeting

*By M. Blake Smith*

From the moment R. D. Leamer, president of Washington State Nurserymen's Association, called to order the 2-day joint summer meeting of the association and chapter 28, American Association of Nurserymen, at 9:30 a. m. September 8, in the Edmond Meany hotel, Seattle, Wash., friendly and helpful exchanges of information toward solutions of the basic problems of nurserymen and growers packed the tightly scheduled program.

The consensus expressed after the close of the sessions was that a great deal of ground was covered, that the members had learned much and that it was the largest as well as the most enthusiastic gathering of the two bodies to date. The program was well-controlled throughout. Everything began pretty much on time. Nothing seemed hurried. Subjects were given the time that seemed necessary, but no time was wasted.

The association voted unanimously to re-elect for the 1952-53 term all the officers presently serving. They are: President, R. D. Leamer, Marysville; vice-president, W. M. Steward, Maple Valley; secretary-treasurer, Carol Wieting, Seattle. Tributes to their efficiency were gratefully expressed.

### Landscape Principles

After opening preliminaries, including an official welcome from Allan Pomeroy, mayor of Seattle, delivered by his administrative secretary, F. D. Kimball, a panel discussion, led by Paul A. Mayer, Wedgewood Gardens, and John B. Strander, Strander Evergreen Nurseries, both of Seattle, covering "Landscape Principles," brought out lively discussion.

Developing the belief that the nurseryman should know landscaping principles and should make a realistic use of them, always keeping in mind not only the best interests of the customer but his financial and geographical limitations as well, the discussion brought out the fact that most northwest homes are adapted to climatic conditions. They are rambling in type, but do not have any real style as such.

Plantings for such homes should be informal. Slow-growing shrubs should be used. Shrubs that obstruct views in maturity or that need to be removed later on because of size

should not be planted in most northwest gardens. In remodeling jobs, the effort should be to save as much as possible of existing plantings.

The nurseryman who wishes to build long-term business will sell his customers on the idea of working to a plan. If possible, he should obtain pictures of places he cannot manage to see. He should determine the exposure and the geography and should help in the selection of the best plant material for the particular location. Then, he must see that it is properly installed.

The smart nurseryman will sell the hole as well as the plant. In other words, he will sell the right soil to be used, the right materials to build the soil, the fertilizers, sprays, dusts and tools for the job. It not only brings in greater revenue, it is better service to the customer. It is that follow-through which carries the salesman's interest beyond the act of exchanging goods for money into continued attention to the customer's use of the goods.

The correlative to this is not to oversell. The nurseryman should sell the over-all plan and figure for long-term coverage. He should break the job down into units of work to be done and clean up each job as it comes so the customer receives the feeling of accomplishment. He must not overlook remodeling jobs, since there are probably more of these than new jobs.

The subject, "Inventory Control," with Adolph Krause, Krause Nursery & Greenhouse, Spokane, acting as moderator, followed. Most members use either a stock book or a card system and make at least one spring and one fall checkup. Mr. Krause reported that the Krause firm uses a bookkeeping setup covering three years for each plant. C. Bert Miller, Milton Nursery Co., Milton, Ore., reported that his stock is made up mostly of young plants. These are counted in the spring after the last frost. Nurserymen should make a bud count in spring, a field count in midsummer and a grade count before fall digging so as not to oversell but yet to dispose of surplus stocks.

Harold Hopkins, Hopkins Nursery, Bothell Way, uses an inventory system noting stock on hand and what is bought, which, when compared with sales, gives an indication of what he is open to buy the next season.

Inventory plans should be simple; otherwise they will not be kept up and will be valueless.

Frank Zeorlin, director of the Seattle branch of the National Better Business Bureau, gave a stirring talk on "Modern Business Practices," outlining the four functions of the bureau and pointing out how its services affect nurserymen.

He pointed out offenders in the business, the deliberate crooks who use glowing advertising to sell sub-

## Kansas City Nurserymen Guests of Willis



Shown above are a group of 25 members of the Kansas City Association of Nurserymen, who were guests of the Willis Nursery Co., Ottawa, Kan., on September 9. These summer meetings of the association have been an annual affair for several years. While some members were out playing golf, others sat around the cool storage house on packing cases eating watermelon, drinking cokes, smoking and visiting. During the afternoon the visitors were conducted on tours through the nurseries of the Willis firm. Climax of the day's activities was a steak dinner at the Ottawa Country Club.

standard plant material and bulbs and the unorganized dealer who inadvertently oversells and cannot deliver.

Mr. Zeorlin placed the responsibility for cleaning up these shady practices in the industry squarely at the door of the nurserymen. Better business bureau staffs are not growers. They do not recognize situations that discredit the industry and cheat the public. Growers do know. Growers should complain to better business bureaus before the public does and help the better business bureaus do something about it. They should also complain to radio stations, newspapers and magazines handling advertising from these sources, because often the advertising director needs just that backing from the industry to obtain action from his management. Such a complaint gives him a handle to use. But, he warned, complaints should be in writing.

#### Nursery Inspector Reports

Luncheon was a free period, but the meeting was resumed at 1:20 p. m., when George W. Eade, nursery inspector supervisor, state of Washington, explained "What the State Expects of Us and What We Expect of the State."

Present laws, Mr. Eade reminded the group, were directed primarily against plant diseases and insect pests because this was what the nurserymen wanted. Much additional legislation that everyone now agrees should be in effect is not on the statute books.

There should be laws to protect nurserymen in regard to grading of specific types of stock; legislation defining handlers and growers; laws establishing the amount of the license fee and limitations of the license's use. When asked when the present laws were written, Mr. Eade hazarded a guess from the platform that it was about 1927. When the comment was made that no one today would be driving a 1927 car, Mr. Eade tossed the responsibility for the present laws right back into the growers' lap.

It was suggested that licenses should be issued only upon demonstration of ability in a written examination. According to the present law, anyone who is willing to pay \$15 for the license is a nurseryman. The suggestion of raising the license fee to \$50, \$100 or \$500 is not a satisfactory answer to the problem, however.

Dr. Richard P. White, executive secretary of the American Association of Nurserymen, was asked which states issue licenses on the

basis of ability. Dr. White replied that a number of states do, some of them issuing different types of licenses for different types of growing or different phases of the industry.

President Leamer reminded the group that any member is welcome to take part in the coming fall executive meeting and that anyone who cannot come in person should write a letter expressing his ideas on the subject. Mr. Eade promised help from his office in drafting revisions of present laws.

In summing up the first phase of his subject, which became lost in the heat stirred up by the second part, Mr. Eade said that the state expected the nurserymen would obey the horticultural laws, particularly in regard to quarantine and regulations. Inspection would be made much easier, he said, if contents of packages were listed on the outside.

#### Spray Program

Howard Andrews was in California and could not act as moderator for "My Spray Program." He sent Harold Hopkins a letter which expressed his ideas on the subject, which Mr. Hopkins read to the group. The letter will appear in a

later issue of the American Nurseryman.

No matter what favorite was used among the newer sprays, the emphasis of every participant in the discussion was placed on the time the spray was used. All agreed that a spray should be applied before the buds start cracking; no matter what is used, it is no good afterward. "Like," as one member phrased it, "when a mosquito bites you, you're already bit."

Dr. Harold Fogle, irrigation experiment station, Prosser, talked for Dr. Earl Blodgett, of the same station, and advised nurserymen to test newer varieties of fruit trees, even among those tested and recommended by the experiment stations. Some are better for the home garden in a given district. Some are better for commercial canning use.

Dr. C. D. Schwartz, western Washington experiment station, Puyallup, then said that the station has been doing extensive experimenting in soft fruits and berries, having tested 30 different apples, 10 pears, 85 peaches, 40 plums or prunes, 100 grapes and approximately 500 different varieties of raspberry.

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## Nebraskans Hold Summer Tour

The summer meeting of the Nebraska Association of Nurserymen started out in the morning of September 17 at the Marshall Nurseries, Arlington, Neb., where members gathered for some bracing refreshments in anticipation of a busy day inspecting the machinery, offices and fields of two Nebraska nurseries.

About 150 members attended the meeting; some showed up with their wives, and the weather was ideal. The fields of the Marshall firm were the first to be inspected by the nurserymen, who traveled through them in a caravan of cars.

Luncheon was served in the Municipal Auditorium, at Fremont, some eight miles west of Arlington, by the ladies of the Christian church. After the luncheon, which included some delicious chicken, Dr. C. C. Wiggans, of the Nebraska College of Agriculture, introduced persons from the university and the state capitol. Then Howard Edmondson, president of the association, who had introduced Dr. Wiggans to the nurserymen, asked the guests from states other than Nebraska to stand and introduce themselves.

The only business discussed at the post-luncheon meeting was a recommendation of the executive committee to add a preamble to the constitution and bylaws stating the purpose of the association. A motion by Gus Gritzammer, of Fremont, seconded and carried, called for the appointment of a committee to submit the recommended preamble with its suggestions to the association's next annual meeting in December.

The auto caravan was again formed, and the meeting was moved to the fields of the Plumfield Nurseries, Fremont, where refreshments were served before the nurserymen gradually dispersed over the nursery fields and office grounds for another inspection tour.

The general view that could be deduced from the casually voiced opinions of the nurserymen was that both nurseries had clean fields and good-looking nursery stock. The nurserymen seemed to be greatly impressed by what looked like millions of small trees in beds of good stands at the Plumfield firm and by the large supply of well-groomed evergreens of landscape sizes at the Marshall Nurseries.

Charles W. Andrews, Sec'y.

# Oregon Reorganizes for Better Service

By James A. Doty

At its annual fall meeting, September 10 and 11, the Oregon Association of Nurserymen took a step forward in the strengthening of its organization. It was felt that this trade organization could better serve its membership by establishing more frequent contact with the members and by awakening the public to the fact that an association of the state nurserymen represents a group of ethical nurserymen who are cooperating to give better service and better quality merchandise. In line with this, the new O. A. N. emblem (see American Nurseryman, August 1, page 62) will be a symbol of quality and reliability.

### Reorganization Plan

On the first day of the 2-day meeting, the reorganization committee, headed by Avery Steinmetz, of Portland Wholesale Nursery Co., Portland, presented its recommendations. Heretofore the executive committee of the O. A. N. has consisted of a president, vice-president, secretary and treasurer—all elected officers—and three members of a board of trustees. The reorganization committee urged a change in the bylaws to (1) provide for a second vice-presi-

dent elected by the membership and (2) to eliminate as elective offices the positions of secretary and treasurer. The executive committee would then consist of a president, a first vice-president, a second vice-president and three members of the board.

The reorganization committee further recommended that a treasurer be appointed by the executive committee from one of its members. This committee further recommended that a part-time paid secretary be selected by the executive committee to carry on the duties of stenographic work, make reports to the trade magazines, carry on direct contact with the membership, handle collection of dues and assist in publicity for the organization. The above recommendations of the reorganization committee were put into the form of a motion and were approved by the membership.

### Officers Elected

A. Lynn Brooks, Carlton Nursery Co., Forest Grove, Ore., was elected president of the association. James A. Doty, Doty & Doerner, Inc., Portland, was elected first vice-president, and W. P. (Pete) Nuffer, Mountain View Wholesale Nurs-

eries, Troutdale, was elected to fill the newly created position of second vice-president.

It is the hope of the Oregon Association of Nurserymen that this change in the bylaws will be a step forward at this time in better serving the membership and that it will pave the way for the time when the group can employ an executive secretary on a part-time basis.

The morning portion of the agenda for September 10 included standing committee reports and a delegate's report on the A. A. N. meeting at Detroit. In his report on transportation, Wayne McGill reviewed the motor carriers' act and also reported on the activities of the A. A. N. in transportation problems. Melvin Surface, delegate to the national convention from chapter 12 of the A. A. N., outlined the highlights of the business session of the 77th annual convention.

### Market Development Report

Reporting for the O. A. N. market development and publicity committee, Chairman Wayne Melott reviewed the past year's activities of the "Plant America—Plant Ore-

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## French Rose Hybridizer's Introductions at Rose Rent Ceremony



Francis Meilland, French rose hybridizer noted for his creations Happiness and Peace, introduced three new roses at the recent rose rent ceremony at West Grove, Pa., reported in the September 15 issue of the American Nurseryman. The introductions, pictured above, are, left to right, Eden, Cinderella and Confidence. Eden is a clear pink seedling of Peace and has 40 to 50 large, lightly ruffled petals; it has a pleasant scent and is a smooth, even, medium pink. Cinderella, a miniature white to pale pink, is expected to become a commercial hit as a boutonniere. Confidence is a peach-toned hybrid tea, also a seedling of Peace.

# Arkansas Group Resumes Activities

By John J. Pinney

After having been inactive for several years, the Arkansas Association of Nurserymen has been reorganized and on September 15 held a 1-day meeting in the offices of the Benton County Nursery Co., at Rogers, Ark.

Officers elected for the coming year are president, L. H. Harwell, Harwell Nursery, Van Buren; vice-president, A. W. Kenyon, Kenhaven Gardens, Rogers; secretary-treasurer, Cyrus E. Adams, Benton County Nursery Co., Rogers.

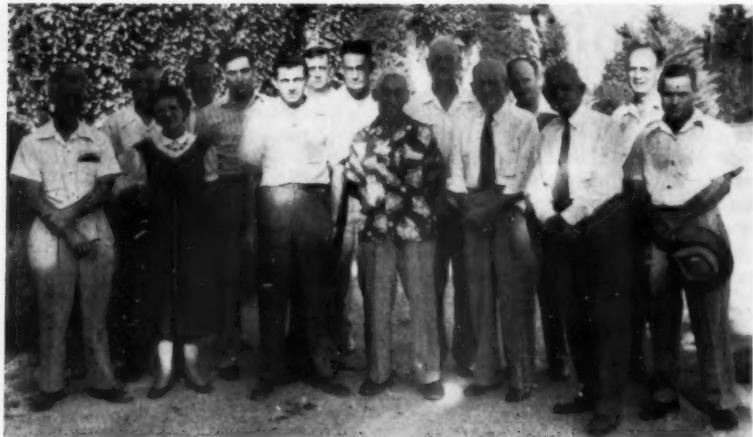
At the request of the nurserymen, the program was arranged by Linas H. Burton, extension horticulturist, University of Arkansas. After explanatory remarks by Mr. Burton, he introduced Earl J. Allen, horticulturist from the University of Arkansas and secretary of the Arkansas Horticultural Society, who pointed out that the university can work more effectively with groups than with individuals. For that reason the university welcomed the reorganization of the Arkansas nurserymen.

## Effective Landscape Planting

A clever demonstration of effective landscape planting given by Mr. Burton held the interest of all present. Using a scale model of a house placed on a large base to represent the yard, he developed the landscape by means of shrubs, trees and plants made of green-colored steel wool.

In order to make the demonstration more effective, Mr. Burton first laid out undesirable types of plantings and then rearranged them into plantings pleasing to the eye.

Miscellaneous publication No. 37 written by Mr. Burton and issued by the University of Arkansas lists plant materials recommended for creating landscape designs in Arkansas.



Some of the nurserymen who attended the convention of the Arkansas State Nurserymen's Association, Rogers, Ark., September 15.

"Black spot of roses is the disease that seems to bother more home gardeners than any other," said Dr. H. R. Rosen, plant pathologist from the university. He then went on to give methods of control. Sanitation is the most important of all. Remove all of last year's leaves from the plant; rake the ground clean; then mulch heavily with an organic mulch; cow manure is best, but peat, corncobs and sawdust will do.

Spray or dust frequently, at least once a week. Among the most effective materials to use are tribasic copper sulphur and Fermate. The latter is most effective as a spray if used with a soap powder. Fermate being compatible with insecticides such as arsenate of lead, the two can be mixed and applied at the same time.

Sulphur will give good control of black spot, but should not be used in hot weather because of the danger of burning the foliage.

## Insect Control Problems

Dr. Charles Lincoln, head of the department of entomology at the university, pointed out that the close association of plants in the nursery creates additional problems in insect control. In the nursery row, insects can do a great deal of damage in a short time.

The problem of what insecticide to use is complicated by the wide variety of plants found in the nursery. Some plants are tolerant to certain sprays, others are not. There are no general rules to be followed.

Some of the new insecticides such as DDT kill not only the injurious insects but their predators and parasites as well. This accounts for the fact that plants sprayed with DDT may later be damaged by mites and aphids. Accordingly, DDT cannot be

recommended for regular use in the home garden.

The older standard insecticides such as arsenate of lead, nicotine sulphate and rotenone are still to be recommended for general use.

Experiments conducted by the department of horticulture at the university from 1932 to 1937 resulted in tremendous increases in the yield of certain varieties of grapes. Dr. J. E. Vaile gave the details of this little publicized project.

Commercial varieties of grapes were grafted on several kinds of rootstock, all of which originated in the southwestern part of the country. Vines grafted on one rootstock, Wineking, yielded 40 per cent more fruit than the same variety on its own roots. Another rootstock known only as 1203 produced vines whose yield was more than 100 per cent greater than own-root vines! The greater yield in all cases was caused mostly by the production of larger fruit clusters.

## Some Ills and Remedies

The only out-of-state speaker on the program was John J. Pinney, Willis Nursery Co., Ottawa, Kan., who discussed some of the ills of the nursery business together with proposed remedies.

The entire industry is faced with a serious labor shortage because it is unable to compete in the labor market, Mr. Pinney said. Skilled nurserymen are becoming rare. Young men are not being attracted to the business because of the comparatively low rate of compensation.

In spite of a greater volume of business most nurserymen are making less profit; operating costs are up; supplies cost more, and postage, express and freight rates are ad-

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# Kansans Discuss Industry's Problems

By John J. Pinney

A day-long discussion of the nursery industry's problems held the attention of the 50 or more nurserymen who attended the summer meeting of the Kansas Nurserymen's Association at McPherson, on September 18.

The opening hour was taken up with registration, followed by inspection of the modern, well-planned facilities of the Prairie Gardens Co., at whose place of business the meeting was held. Using the company's ample storage room for their sessions, with their chairs placed on fresh shingle tow, the nurserymen were made to feel right at home.

In the absence of President Ralph Ricklefs, Jr., Kansas Landscape & Nursery Co., Salina, who was unavoidably detained, Harold Crawford, of the Willis Nursery Co., Ottawa, acted as chairman.

## Improving Nursery Inspection

Chairman Crawford first called upon Lawrence E. Wilson, Holsinger Nursery Co., Kansas City, Kan., and member of the state entomological commission, to brief the members on the setup of the nursery inspection service and the plans proposed for its improvement. At present, the state is divided into two sections, north and south, for purposes of nursery inspection. The north half is under the supervision of the entomologist at Kansas State College, Manhattan, while the southern half is supervised by the entomologist at the University of Kansas, at Lawrence. It has been proposed in the interests of economy and efficiency to unite the inspection services under one entomologist, to be located at the capital at Topeka. Mr. Wilson stated that the commission would welcome any suggestions from nurserymen for the improvement of the inspection service.

An open forum on sales management problems, with Richard R. Bloss, Sneed Nursery Co., Oklahoma City, as moderator, occupied most of the morning session.

Inevitably, the question of guarantees arose. W. M. Koontz, Koontz Nursery, Wellington, stated that he replaces at one-half price any stock that fails to grow at the end of 60 days. He has found that, if he guarantees his stock unconditionally, the customer, feeling that he is running no risk, will not bother to give the stock good care.

A. B. Matzeder, Matzeder Nursery, of Leavenworth, gives no guarantee beyond the stocks starting to grow. If it starts to grow, that is *prima facie* evidence of its good condition, and the seller should not be required to assume more responsibility.

Satisfying the customer is the prime consideration, in the opinion of R. E. McHenry, Wichita. If it can be established that the nurseryman is at fault, he believes that the stock should be replaced free. His own practice in such cases is to charge only for labor.

It was generally agreed that the question of guarantees was not so much a matter of policy (in which the customer is not interested) as of judgment. Oftentimes it is wise and profitable to make whatever adjustments are necessary to keep the customer happy, even though the nurseryman is not responsible.

The knotty problem of markup for retail sales came up next for discussion. Charles Nelson, Charles R. Nelson & Son Nursery, McPherson, stated that, in general, for cash-and-carry sales his prices were double his costs. When stock is to be planted, his prices are higher.

Ralph Skinner, Topeka, believes it is not practical to arrive at retail prices by increasing cost prices by a

flat percentage. Some items, such as shade trees, cost a great deal more to handle than shrubs and therefore should be increased by a larger percentage. This idea was seconded by R. E. McHenry, who stated that overhead and operating costs should be taken into consideration when arriving at retail prices.

## Charges for Landscape Service

Next problem up for discussion was that of charges for landscape service. As was to be expected, there was a wide divergence of opinion on this subject because of the difference in operating methods employed by various nurserymen. Earl Nelson, Enid, Okla., pointed out how easy it is to lose money on labor by failing to charge enough. He believes that the amount charged for each hour of labor should be double the actual cost so as to cover overhead.

At this point the moderator, Dick Bloss, came up with the suggestion that the nurseryman was entitled to compensation for his know-how. Some successful landscape planters make separate charge for their plans; others include these fees in their over-all charges.

John Rogers, Thomas Rogers & Son, Wichita, stated that the system of basing charges on units planted has not worked well with his firm.

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Some of the nurserymen attending the Kansas association meeting, at McPherson, September 18. From left to right, they are Henry Skinner, J. H. Skinner & Co., Topeka; Harold Crawford, Willis Nursery Co., Ottawa; Earl Nelson, Enid, Okla.; Ralph Skinner, J. H. Skinner & Co.; J. C. Banta, L. R. Taylor & Sons, Topeka; W. A. Flynn (partly obscured), Garden Place Nursery, Abilene, and Charles Nelson, Charles R. Nelson & Son Nursery, McPherson.

# Horticulture's Place in America Today

By M. Truman Fossum

In order more correctly to understand the place of floriculture and ornamental horticulture in the economy of the United States at the midpoint of the 20th century, it may be well first to review a few items of historical importance.

About 50 to 75 years ago, when the state colleges of agriculture, agricultural experiment stations and other benefits for the agricultural economy were in the state of inception, that part of agriculture known as horticulture was in the driver's seat. In those days the producers of fruit crops were closely identified with nursery and flower crop producers and vegetable or truck farming was not so separated as it is today, with large enterprises providing the vegetables for ever-increasing percentages of urban population in the United States.

Consequently, it is not presumptuous to relate that individuals associated with floriculture and ornamental horticulture were the recognized leaders of the agricultural community of the nation during the unprecedented developments occurring between the era of the Civil War and 1900. A few instances of such leadership are worthy of attention.

Norman J. Colman, president of the American Association of Nurserymen, 1882-1883, and again from 1885-1886, was the last commissioner and first Secretary of Agriculture of the United States, 1885-1889. Even though identified as a horticulturist, Colman is known as the "Father of the Experiment Stations" because he was the leader in effecting the passage of the Hatch act, which provided for federal aid to such stations. In the 1890's, Liberty Hyde Bailey recognized the Society of American Florists as the strongest agricultural organization in America. J. Howard Hale, president of the American Association of Nurserymen, 1894-1895, was on the staff of the census office of the United States Department of Interior from March, 1890, to October,

An address, "The Place of Floriculture and Ornamental Horticulture in the Economy of the United States at the Midpoint of the 20th Century," by M. Truman Fossum, delivered September 8, 1952, at the 49th annual meeting of the American Society for Horticultural Science, held at Cornell University, Ithaca, N. Y.

1891, for the purpose of conducting the tabulations of nurseries, greenhouses and seed farms for the 1890 census of agriculture.

In the early years of this century, L. H. Bailey inspired some of the first research in what was to become agricultural economics. G. F. Warren's initial project in farm management had to do with horticultural crops, and his advisers included such eminent horticulturists as Bailey and Craig. It seems that at about the same time Bailey and Craig initiated a study by G. M. Ignatiev, which was entitled "Greenhouse Investigations." There is no evidence to show that the results of this survey were published.

It is significant that at the time this report was for some reason left unfinished, horticulture, particularly floriculture and ornamental horticulture, was losing its position of leadership in the affairs of farmers in the United States. The impetus of automatic equipment, machine power and the circumstances of the first World War practically sounded the death knell to agricultural leadership by horticulturists. Then, too, our industry found itself in a transition which included the shift to ornamental woody plants from fruit stocks by nurserymen, the replacement of vegetable crops by flower crops in many greenhouses and the domestic production of bulbs, flower seeds and vegetable seeds.

## Decline in Prestige

In the thinking and action of agriculturists, during recent decades floriculture and ornamental horticulture were either completely forgotten or relegated to a position of being tolerated. Time and time again these enterprises were denied recognition as a part of the agricultural pursuits of the country. Even at the teaching, research and extension level floriculture and ornamental horticulture were riding on the coattail of developments for all other kinds of agriculture. The biological sciences were the first to be applied to our industry by professional workers, many of whom are a part of this meeting today. They could not know that in the official and public eye their efforts and pursuits were discredited because the industry which they served was categorized with such questionable activities, economic or

otherwise, as gambling, hijacking, bootlegging and narcotic peddling.

At the same time the perseverance of these professional workers in the biological sciences has more recently resulted in the acceptance of technological progress by the industry to the point of requiring business or economic information about itself if it wishes to survive in the competitive activities of the business world.

There is now good reason for believing that as businessmen, not as plantsmen or artists, the operators of this industry are regaining the acceptance and respect of agriculturists and other elements of the economy.

Further, it appears as if this metamorphosis of the industry itself will have to go on to some further state of development before the industry

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## FILLMORE JOINS LAKE'S



Richard H. Fillmore

Lake's Shenandoah Nurseries, Shenandoah, Ia., has announced the addition of Richard H. Fillmore to the firm's horticulture staff as manager of the propagation department and research.

Mr. Fillmore holds a master's degree in ornamental horticulture from Cornell University, Ithaca, N. Y. His previous employment includes an assistantship in ornamental horticulture at Cornell and the position of propagator at the Arnold Arboretum, Jamaica Plain, Mass.

He is a member of the Horticulture Club of Boston, the Massachusetts Horticultural Society, Pi Alpha Xi and the American Society for Horticultural Science.

*Pointers on  
Propagation*

## • Fall Seed Sowing

By James S. Wells

I was looking at our cost of production records recently and was dismayed to discover how much it was costing us to keep our seedbeds clear of weeds. We have tried a number of the chemical weed controls which are available now, but have not had too good results with most of them. One exception was a treatment made last year of a relatively small area with ammonium thiocyanate. This is a toxic material which is supposed to be applied to the ground at least a month or six weeks before the seeds are sown. We argued, however, that, if we used this material for treating land in the fall into which we were going to sow dormant seeds, then, because they were dormant, they would be unaffected by the chemical and would germinate normally the following spring. This worked out well, and chickweed and other quick-growing annual weeds were completely eliminated from the small area which we treated with this material. Later in the season certain grasses germinated which had to be removed by hand. Therefore, an ammonium thiocyanate application is not a complete answer to the weed problem in seedbeds. We also tried a small area with calcium cyanamide, and this also controlled the weeds well indeed, but the seedlings—which in our tests were *Cornus florida*—seemed to germinate best and more evenly in the first area treated.

### Good Preparation of Land

While I would not decry the efforts now being made to control weeds by chemical means, I still believe that for most purposes good preparation of the land before sowing is the best way to achieve this result; with this in mind we selected an area of land last June into which we are planning to sow seeds this month. The land was plowed and has been kept irrigated and regularly cultivated so that successive flights of weeds have been destroyed. Throughout the hot months of July and August, the ground was kept moist so that germination has been vigorous and, we hope, complete. We are taking pains, however, to cultivate fairly shallowly because it is possible to destroy the value of all this preparation if the ground is cultivated a little too deeply at this time. Plowing, for instance, would bring

up a new stratum of soil with an entirely untouched set of weed seeds. The depth at which the seeds are held in the ground seems to have a definite effect upon their germinating capacity. Perhaps it is a lack of oxygen which produces this effect, but it is true that weed seeds which are buried six or nine inches will make no effort to germinate until they are brought close to the surface. Our preparations for this seedbed therefore have been directed to germinating and the killing by cultivation the weed seeds which are to be found in the top two or three inches of soil. I believe that this preparation of the land will be immediately reflected in our cost-of-production figures. I know that we have spent a large amount of money this past spring to keep our seedbeds weed-free. It will be interesting to see how next season's costs compare.

### Collecting Seeds

We try to collect as many seeds as we can from local sources. On *Magnolia kobus*, this is almost the only way in which successful germination can be assured. The food storage material inside the *Magnolia kobus* is oily, and seeds that are held in storage for some time quickly deteriorate and lose vitality. We have yet to have good germination from imported *Magnolia kobus* seeds, but if we collect ripe seeds, clean them and sow them at once, germination is regular and of a high percentage the next spring. We also collect *Cornus florida* seeds as soon as they turn

red on the trees and sow them almost at once. With practically all of the seeds which are sown in the fall, magnolias, dogwood, maple and ilex, to mention some of the most important ones, the seeds should be gathered as soon as ripe and sown immediately. A delay of a day or two is all right, but the ideal thing would be to pick the seeds today, clean them tomorrow and sow them the next day. If the seeds are held unsown for an undue length of time, the outer coat of the seed dries and hardens up and becomes almost impervious to water. Such seeds once dried may germinate the next spring but the strong possibility is they will not. Many growers who purchase seeds already dried come to expect germination will not occur for at least 12 months. *Juniperus virginiana* is a typical example, but if you pick seeds of this juniper when ripe, sow them directly into beds or, if you prefer, mix with sand and peat to stratify them through the winter, then germination will usually follow early the following spring. The whole secret of rapid germination of seeds is to collect them ripe but fresh and sow them at once.

### Sowing the Seeds

We prepare beds six feet wide in irrigated land and about 180 feet long and sow the freshly gathered seeds at about the end of September or the first part of October. Seeds such as *Ilex opaca* can be gathered

[Continued on page 68]



A Good Stand of 1-year-old *Cornus Florida* from Fall-sown Seeds.

# Plant Notes Here and There

By C. W. Wood

It is heartening to those of us who have reached the point where the end of the road is, in the nature of things, not many decades off, to see young ones coming on the nursery scene who are interested in phases of the work other than money-making. Profits are necessary in every commercial enterprise, to be sure; it is only when that phase dominates every thought that the profit motive becomes a deterrent to progress. The foregoing desultory remarks stem from a letter which arrived some time ago from a graduate in horticulture from one of our better educational institutions in which he outlined some of the things he hoped to cover in his neighborhood nursery in addition to the profit lines. Oh, for the vigor and enthusiasm of youth! If I am here 20 years from now, I expect to see that young man in the forefront of industry leaders. And I shall then remind you of the prediction. In my own enthusiasm for his enthusiasm I almost forgot his question on growing lewisia from seeds.

### Neglected Genus

In the 1920's, when I first commenced to investigate lewisia, the bitterroot, *L. rediviva*, was the only one that had reached gardens to any extent, and it was poorly understood in the east. As I look back on it now, those conditions prevailed for some time, and we find the Standard Encyclopedia of Horticulture, edition of 1933, stating: "The cultivators' interest in lewisia centers chiefly around *L. rediviva*, which is grown in collections of succulents. The other species are very little known as cultivated plants, though there appears to be an accelerated interest in them in recent years." From all I can learn from observation and reading, the same conditions still prevail to a large extent. I shall try in the near future to collect all my notes on the genus and work them into a full coverage of the subject. At the moment, let us consider the problem of growing them from seeds.

Thirty years ago we thought that lewisia should be started in a greenhouse to insure good results; then we got brave and tried them in a cold house; that worked so well that we became really bold and started them in coldframes and, finally, in the open. I remember distinctly

a planting of bitterroot seeds we made in the open field which must have germinated almost 100 per cent, and it was not the plants' fault that many were lost the first year through neglect. It all means that seedage is both easy and sure, and I should expect coldframe culture to give best all-around results in ordinary conditions. Much has been said and written about lime and acidity in their diet, but our experience shows that they are tolerant so long as drainage is good, and all that I know, except *L. rediviva*, like some shade. More on the different kinds later.

### Salvia Nemorosa

There is so much confusion in the naming of salvias that I sometimes despair of ever getting them straight. That is especially true of a group of plants with violet-purple, wine-purple, blue-purple and similar flowers, growing from two to three feet in height and blooming in summer. The plant I have in mind now is one that I saw used so effectively this summer in a garden that I often visit to get new ideas on the use of hardy plants in creating landscape pictures. It was there in quantity under the label of *Salvia virgata nemorosa*, a combination of names that Hortus and other authorities consulted do not allow. According to them, *S. virgata*, from southern Europe, grows to six feet tall, with light blue flowers in panicles. Our present plant was no more than half that height, and its flowers, violet-blue in color, according to my eye, were in racemes, which is what *nemorosa* should be. It would make little difference, I suspect, so far as landscape use is concerned, if one got *S. nemorosa* or the new hybrid, *S. superba*. In the garden mentioned, the beauty of the summer-flowering salvia was enhanced by grouping its display of slender spikes of violet-blue among the silver spires of perovskia and the silver filigree of artemisia. I find an uncredited quotation on this sage in my notebook which describes the plant so well that I add it here: "A star turn in the summer pageant is played by the violet sage, with thronging slender spikes of violet-blue indescribably blended by crimson bracts into a richness which varies from blue-purple to wine-red, according to the age of the flowers and the quality of the light."

Last fall a friend sent me a few bulbs marked *Tulipa praestans*, Tubergen's variety, saying that he thought I would like it. It goes without saying, of course, that the orange-red flowers were a delight, though I would want to say that, despite its brilliance, it did not lessen my love for the bright scarlet of the type, for there is room in my affections for both. Let us briefly examine the type first.

*Tulipa praestans* comes from Bokhara, where it grows, so I have read somewhere, in sun-drenched, well-drained spots. That is why I have always given it a position where it would be well-baked after it went dormant, and that must be the sum of its needs, for it has usually been a willing doer. It may be that the habit of deep planting (close to one foot deep) has come from a fear of its tenderness; if so, this fear has not stood in the way of its happiness, for it thrives under such treatment. Under that treatment, it sends up from one to several leaves, broad at the base and tapering abruptly to a point, pale green in color. Then it sends up in early spring (one of the earliest of tulips) stems to a height of six to nine inches, each bearing one or two, sometimes three, it is said, medium-size flowers of bright scarlet.

The other, either variety *Tubergen*, or *T. tubergeniana*, as you prefer, is a glorified *praestans*, more vigorous and more gloriously colored in its orange-red (perhaps orange-scarlet is a better descriptive term) flowers. Their beauty is further enhanced by small, black, interior markings at the base of each segment. Here are two lovely tulips of undoubtedly appeal to gardeners.

### The Specialist

This is not to be another review of Chic Sales' little classic, but rather an answer to a question from a beginner in our trade who asked for advice on choosing a specialty. The inquiry has been answered by mail, the task bringing out a few thoughts which may be useful to others.

It is true, of course, that shortness of human life does not permit any ambitious person to do all the things he would like to do; thus specialization has been forced upon us, such as a tailor, internal-combustion engine mechanic and nurseryman, speaking in the broad sense of



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## *Calluna vulgaris aurea* (Golden Heather)

Possesses fine golden foliage that heads up in many of the stems in mosslike clusters. During fall and winter, the foliage takes on beautiful tinges of red which are intermingled with green and gold. The multitude of flowers are in soft, pleasing lavender shades.  
6 to 9 ins., twice transplanted..... \$16.00 \$128.00  
9 to 12 ins., twice transplanted..... 20.00 160.00

## *Cedrus deodara* (Deodar Cedar)

The Deodar Cedar grows into a fountain of green of unsurpassing beauty. The color is a light bluish-green. With a little pruning and shearing, the foliage becomes very dense and graceful. It is a native of the Himalaya mountains.  
6 to 9 ins., once transplanted..... \$16.00 \$128.00  
9 to 12 ins., once transplanted..... 20.00 160.00

## *Chamaecyparis lawsoniana* (Lawson Cypress)

A conifer of most satisfying effect, both in stately habit of growth, dense limbs and graceful foliage. Not hardy in areas of extreme cold, but fortunate, indeed, are localities which can grow this handsome tree. It is fine when grown in somewhat open or well-spaced rows, and is equally good when grown as single specimens.  
18 to 24 ins., once transplanted..... \$30.00 \$240.00

## *Juniperus horizontalis glauca* (Blue Creeping Juniper)

Very similar to the Bar Harbor Blue with steel-blue foliage throughout the year and more cypress-like in texture. A very lovely trailing form. Very hardy.  
3 to 6 ins., twice transplanted..... \$14.00 \$112.00

## *Juniperus scopulorum* (Rocky Mountain Juniper)

The well-known and justly popular western juniper. A very hardy tree with a range from British Columbia to Colorado in the Rocky Mountains. Thrives in cold or hot and dry sections. Texture of foliage fine; color, bluish-green or silvery.  
18 to 24 ins., once transplanted..... \$30.00 \$240.00

## *Juniperus virginiana* (Red Cedar)

Native extending over an area from Canada to Florida. Foliage dense green in spring, darkening to a rich bronze in winter. A compact pyramidal tree of great hardiness. Does well in poor soil.  
5 to 9 ins., not transplanted..... \$13.00 \$104.00

## *Kalmia latifolia* (Mountain Laurel)

Native of the Appalachian mountains. Grows into compact, symmetrical shrub, densely covered with foliage. Leaves medium size, glossy and unchanging throughout the year. When in bloom, the plants are literally bouquets of lovely, cup-shaped flowers, ranging from almost white to deep pink in color.  
9 to 12 ins., once transplanted..... \$25.00 \$200.00

the term. It is only when we speak, in a modern sense, of one who works at a special branch of a special phase of human endeavor that we get at meaning of a specialist.

To judge well what one is best fitted for in the nursery world, one must have a broad basis of judgment. How could one make the best selection of a field if he is not prepared by years of experience in handling plants and merchandising the product after he has them grown? Many factors, including current and

100 1000

100 1000

## *Mahonia nervosa* (Longleaf Hollygrape)

Plants grow 12 to 18 ins. tall. The leaves, which are 12 to 15 ins. long, are beautifully fernlike in form. Flowers are bright golden-yellow, followed by bunches of bright blue, grape-like fruit. The foliage is dark green, turning to most beautiful shades of brilliant red and bronze in the fall. Does well in sun or shade. Thrives under conifers. Very hardy. One of the very best of Oregon's native shrubs.  
3 to 6 ins., not transplanted..... \$9.00 \$72.00

## *Nandina domestica* (Nandina)

A native of the Orient. Characterized by delicate foliage, the long slender leaves being frond-like. It bears large clusters of bright red berries which at times almost cover the top of the plant. Some of the leaves turn in autumn to attractive shades of red, bronze and scarlet, and some remain green. Height 4 to 5 ft.  
9 to 12 ins., once transplanted..... \$17.00 \$136.00

## *Picea excelsa* (Norway Spruce)

One of the best-known and one of the hardiest of conifers. Native of northern Europe. Conical in form of growth and with deep green foliage. Does well in rather sterile soil and defies the blast in cold, exposed situations.  
9 to 12 ins., once transplanted..... \$14.00 \$112.00

## *Picea pungens glauca* (Colorado Spruce)

Native Wyoming to Colorado and Utah. The color effect ranges from green to silvery-blue. A very handsome and a very hardy tree of symmetrical habit of growth. One of the most desirable of the spruces. Flourishes under adverse conditions.  
3 to 6 ins., twice transplanted..... \$12.00 \$96.00

## *Pieris japonica* (Oriental Pieris)

A shrub of Oriental origin, growing to a height of 4 or 5 ft. Has glossy, deep green foliage. In early spring it is crowned in a magnificent way with large clusters and masses of white drooping bell-shaped flowers which sometimes appear before the last late flurries of snow have gone. The young foliage is tinged with pink. One of the very best evergreen ornamentals for landscaping purposes. Hardy.  
1 to 3 ins., once transplanted..... \$12.00 \$96.00

## *Pseudotsuga douglasii* (Douglas Fir)

One of the conifers of great commercial value of the Pacific coast. Native British Columbia to Mexico and eastward to Montana and Colorado. Reaches a height of 200 ft. or more, being among the tallest trees in the world, and a diameter of 12 ft. Good dark green foliage. We are offering the Colorado silver-gray strain, considered the best for ornamental purposes.  
1 to 3 ins., once transplanted..... \$8.00 \$64.00

## *Taxus cuspidata* (Japanese Yew)

This beautiful yew is a native of the Orient and is hardy, strong and dwarf. It is a spreading tree and in older specimens may reach a spread of 20 feet and height of 8 feet.  
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3 to 6 ins., once transplanted..... \$13.00 \$104.00

## *Tsuga canadensis* (Canada Hemlock)

Native New Brunswick to Wisconsin and south to Alabama. A well-known conifer of graceful, pleasing habit of growth, and regarded by some landscape architects as one of the best of conifers.

6 to 9 ins., once transplanted..... \$13.00 \$104.00

## *Tsuga mertensiana* (Mountain Hemlock)

This magnificent conifer is native of the Cascade mountains of western United States and Canada. In the loftier situations it becomes very slender and alpine in habit of growth and often verges into a pleasing blue. The hemlocks as a whole are a most beautiful group of evergreens, but the Mountain Hemlock may be said to be the handsomest of them all and is usually considered to be the West's most beautiful alpine conifer.

9 to 12 ins., once transplanted..... \$21.00 \$168.00

## *Veronica cupressoides nana*

A very dense dwarf growing into a shapely 3-ft. globe without pruning. Also desirable for its bright green plumelike foliage, which, taken with its compact, symmetrical habit of growth, makes it an excellent evergreen for low borders and hedges or as a specimen evergreen. Hardy.

3 to 6 ins., once transplanted..... \$11.00 \$88.00

## *Veronica hectori*

A very unusual evergreen with russet-green foliage in summer turning to a rich golden color in the winter season. The growth appears in the form of a multitude of symmetrical, upright golden spikes, attaining a height of 18 to 24 ins. Makes a fascinating border or low edging plant.

3 to 6 ins., once transplanted..... \$13.00 \$104.00

## *Veronica officinalis* (Ground Speedwell)

A remarkable, hardy, evergreen ground cover for shady places. Thrives under trees and in deep shade where no grass will grow, making a soft, dense, permanent ground cover about 10 inches deep. Flowers light blue on short spikes in the spring.

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### *Azalea hinodegiri* (Crimson Azalea)

Dwarf, very compact, evergreen azalea. Heavy glossy foliage, hardy in western Oregon. When in bloom the plant is completely covered with bright red flowers, so that the foliage is hidden. One of the most showy and one of the most popular dwarf ornamental shrubs.

Each 10 100

6 to 9 ins., twice transplanted, BR specimens..... \$0.60 \$5.40 \$49.00

9 to 12 ins., twice transplanted, BR specimens..... .80 7.20 65.00

### *Azalea mollis* (Chinese Azalea)

Very hardy. Blooms before leafing. Foliage bright green and attractive, turning to gorgeous shades of bronze and red in the fall. Flowers are large and borne in great profusion. It has an irresistible appeal and is a great favorite with all who know it. Its plantings cannot be overdone. We are offering choice plants chiefly in the popular shades of salmon and orange.

12 to 15 ins., twice transplanted,

BR budded specimens..... \$0.90 \$8.10 \$73.00

15 to 18 ins., twice transplanted, BR budded specimens..... 1.10 9.90 89.00

### Sherwood Orchid Azalea

This is a hybrid hinodegiri and our own introduction. We have been growing it for several years in our nursery where it has attracted much attention. Foliage about the size and gloss of the Hinodegiri Crimson Azalea but the plant is harder. Flowers are a clear lavender with speckled throat, completely cover the plant and are large for a dwarf-size azalea. This evergreen fills a need which has not been met by any other azalea. Although showy, it harmonizes with other colors in the garden. Mass plantings in gardens or on slopes and terraces are unexcelled.

6 to 9 ins., twice transplanted, BR specimens..... \$0.60 \$5.40 \$49.00

9 to 12 ins., twice transplanted, BR specimens..... .80 7.20 65.00

### *Cunninghamia lanceolata* (Chinese Fir)

A native of China. The needles grow in two rows along the stem, are lance shaped, flat, very pointed and attain a length of 1½ to 2½ ins. The foliage is green and bronze and the glossiest of any conifer with which we are familiar. An irregular pyramid; an aristocrat. Especially good for large plantings. Hardy.

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probable future trends, environment (local soil conditions, rainfall, temperatures, etc.) and personal aptitude, would have to guide in a wise selection. And how, one asks, could that selection be made if one is not well-grounded in the profession? Thus, I venture to assert that final decision for specialization should not be made in one's formative years in any trade or profession.

After growing *Isopyrum stipitatum* for several years and finally losing it in a fit of orderliness, I think I

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	Per 10	Per 100
6 to 8 ft.	\$ 6.50	\$ 60.00
5 to 6 ft.	4.50	40.00

### Whips and Lightly Branched

	Per 100	Per 1000
6 to 8 ft.	\$17.50	\$150.00
5 to 6 ft.	12.00	100.00
4 to 5 ft.	10.00	80.00

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should make a report on it while the experience is fresh in mind. Let me warn, though, that its nature never will permit its use in mass production; so if you are interested only in items of that nature, you may skip this note and miss nothing. In the first place, it is so small that even a large planting would be inconspicuous to most persons; then it goes to rest soon after maturing seeds, leaving a void in its neighborhood. Finally, it is difficult to arrange companions that will cover its passing without causing serious losses when the companion plants are removed or even curbed. It will, therefore, probably find its greatest field of usefulness among the lovers of tiny things who are prepared to grow it in pots or pans in frames, pits or alpine houses. Alpine enthusiasts who are prepared to give their plants special care will enjoy this plant.

It grows to two or three inches in height, with two or three small, finely divided leaves, lovely in their texture, make-up and glaucous-gray color. Then come the pretty,  $\frac{1}{2}$ -inch, anemone-like white flowers (blue-white in some parts of its alpine range of the Pacific northwest, it is said). This all happens in earliest spring and comes to an end soon after the flower stems bend over to the ground as the flowers age, the columbine-like seed pods mature and the plant goes to rest until the following spring.

The best way to grow it, I think, is from these seeds just as soon as they are ripe and while they are still somewhat green. Like many ranunculads, they lose their viability, or at least readiness, rapidly. Plant the seeds in pots or pans, preferably the latter, of light soil and store in a cold house or frame, making sure that the containers do not dry out. Keep a close watch after the sun warms up the house or frame any time after the turn of the year, because just a day or two of warmth will start the tiny things into action. Up to a half of the seeds will probably germinate during late winter and spring, and the rest will not show up before the next year. A soil made up mostly of sand and gravel in which an abundance of humus is incorporated seems to be best.

### Some Native Bleeding Hearts

Dicentra eximia and its western counterpart, *D. formosa*, are, to me, two of the best of all hardy plants, possessing practically every good feature that one expects to find in the perfect plant. Feelings like that about any plant or human makes it

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<i>Juniperus sabina tamariscifolia</i> .....	.35
<i>Juniperus virginiana</i> .....	.25
<i>Thuja occidentalis pyramidalis</i> .....	.35
<i>Thuja orientalis aurea nana</i> .....	.35
<i>Thuja orientalis beverlyensis</i> .....	.35



DUARTE ROAD AT MYRTLE AVENUE  
P. O. BOX. 196                    MONROVIA, CALIFORNIA

difficult to write about it with restraint; so I shall confine these remarks to a few bare facts, such as these: Both plants produce compact clumps of finely cut foliage, which would make them ornamental if they never flowered, but rosy-pink bleeding hearts (pure white in that splendid variety, Sweetheart) hang over the clumps from May into August or later, and they are easily satisfied in any well-drained soil in sun or shade, preferably the latter in the middle west.

Less well-known, but almost as desirable, is *D. organa* (*D. glauca* of some lists). It, too, has finely divided leaves, silvery in this case, over which are displayed spikes of cream-colored hearts, on stems six inches or so tall, from late May well into July and usually again in autumn. I find a statement in my notebook that fall flowering depends upon satisfactory conditions, but that must have been purely conjecture on my part, for fall flowering is quite unpredictable. We found it less amenable than the first two, though it is not really difficult in a leafy soil in some shade, especially if it has rocks to spread among where it can create cool root runs. Although it is usually recommended in the literature to give it full sun, we found that it suffered badly during summer when fully exposed.

### The Loveliest Dicentra

Almost, if not actually, the loveliest of native dicentras, the golden eardrops, *D. chrysanthia*, is unknown in the east and seems to be a stranger outside its native hills in California. We have flowered it no more than three times, all attempts ending in failure because of its lack of hardiness. It would, however, probably be hardy south of the Ohio. Here it grew about two feet tall, instead of the five feet that it is said to make along the coast, with pale bluish leaves as much as one foot in length and divided bipinnately, making a lovely foliage mass. The golden-yellow eardrops come in a contracted panicle, which botanists call a thyrs. I cannot tell from experience what it would prefer in the way of growing conditions, and the literature seems to be silent on the subject.

All dicentras may be grown from seeds, which should be planted as soon as ripe. Even they have always been erratic growers with me. For that reason vegetative reproduction is usually practiced, division being the common procedure. Root cuttings, at least of the first three and the common bleeding heart of gardens, *D. spectabilis*, may be used.



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FOR CUSTOMER SALE

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*keep the roots  
inside the pot*

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6 to 8 ft., slightly branched.....	65.00	625.00
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ORDER NOW FOR DELIVERY THIS FALL OR NEXT SPRING

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## COVER ILLUSTRATION

### Hamamelis Intermedia

Hamamelis intermedia is a large shrub little known to the writer. The cover illustration is of a plant growing in the Arnold Arboretum, at Jamaica Plain, Mass., and it may also occur elsewhere.

This species is a hybrid between Hamamelis japonica, the Japanese witch hazel, and Hamamelis mollis, the Chinese witch hazel. It is said to resemble Hamamelis mollis somewhat in its habit of growth, making a large shrub or small tree of 12 to 15 feet or more in height at maturity. It is distinguished from Hamamelis mollis by its obovate, somewhat narrowed leaves. The leaves of the Chinese witch hazel are roundish in outline.

This plant arose as a garden hybrid and supposedly possesses the good characteristics of growth habit, foliage and flower of its parents. Its flowers are yellow, produced in early spring. The yellow fall foliage is attractive.

If it follows the pattern of the requirements of the other witch hazels, it should be planted in good soil, retentive of moisture, and given partial shade.

L. C. C.

### "PLANT VIRGINIA"

Formation of the Plant Virginia Association, an independent organization designed to push the "Plant Virginia" program, was approved at a recent joint meeting of the executive committee and the "Plant Virginia" program committee of the Virginia Nurserymen's Association, held at Richmond, Va. Credit for the idea was given to E. M. Quillen, secretary of the V. N. A., and the executive committee voted to underwrite the new association to the extent of \$750.

The new group, although under the control of the V. N. A., will operate as an independent unit and will spearhead the efforts of the Virginia nurserymen to spread enthusiasm and increase participation among the many community groups for the "Plant Virginia" activities. The groups will operate on a statewide basis.

Members of civic organizations, garden clubs and other groups as well as members of the V. N. A. are invited to join the new association and should contact A. J. Shoopsmith, temporary secretary-treasurer, Southside Nurseries, Route 15, Richmond, Va.

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*It's Quality You Can See!*

**Y**OU can sell more roses at more profit when customers can see you're selling better bushes. Husky, heavily rooted bushes that actually look anxious to get growing—bushes so obviously top quality they practically sell themselves. They're the only kind of bare-root bushes you get from Armstrong Nurseries.

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Our latest wholesale rose list includes the best known patented varieties, most of the famous Armstrong-created kinds, the All-America Winners and many more. Write for it today and order now while you can still get the choicest kinds.



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## 20 MILLION TREES

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### SCOTCH PINE (Riga)

2-yr., S., 2 to 4 ins.... \$ 3.00 \$15.00

### SPECIAL SCOTCH PINE

Grown from seeds of our own collection. Parent trees exceptionally healthy, straight stems, holding good green color.

2-yr., S., 3 to 6 ins.... 5.00 25.00

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2-yr., S., 3 to 7 ins.... 7.00 35.00

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2-yr., S., 2 to 6 ins.... 4.00 20.00

3-yr., S., 5 to 10 ins.... 7.00 35.00

### MUGHO PINE

2-yr., S., 2 to 3 ins.... 5.00 25.00

3-yr., S., 4 to 7 ins.... 8.00 40.00

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2-yr., S., 3 to 6 ins.... 11.00 55.00

3-yr., S., 5 to 10 ins.... 15.00 75.00

### FRASER FIR

3-yr., S., 4 to 8 ins.... 14.00 70.00

### BALSAM FIR

3-yr., S., 3 to 6 ins.... 7.00 35.00

### BLACK HILLS SPRUCE

2-yr., S., 2 to 5 ins.... 4.00 20.00

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### COLORADO BLUE SPRUCE

(From hand-picked seeds)

2-yr., S., 2 to 4 ins.... \$ 4.00 \$20.00

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### NORWAY SPRUCE

2-yr., S., 5 to 10 ins.... 7.00 35.00

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Fast-growing—note size

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Mostly grafting size

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2-yr., S., 2 to 5 ins.... 7.00 35.00

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2-yr., S., 2 to 5 ins.... 5.00 25.00

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### CEDRUS ATLANTICA GLAUCA

2-yr., S., 6 to 12 ins.... 17.00 85.00

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2-yr., S., 6 to 12 ins.... 6.00 30.00

4-yr., S., 12 to 20 ins.... 8.00 40.00

### NORWAY MAPLE

1-yr., S., 5 to 9 ins.... 12.00 60.00

2-yr., S., 10 to 24 ins.... 20.00 100.00

### WHITE DOGWOOD

1-yr., S., 5 to 10 ins.... 9.00 45.00

### BOX ELDER (*Acer Negundo*)

1-yr., S., 6 to 9 ins.... 3.00 15.00

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All Stock grown from select seeds.

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### Trees & Shrubs

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For Fall 1952—Spring 1953  
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## OBITUARY

### Frederick J. Aichele, Sr.

Frederick J. (Fritz) Aichele, Sr., 62, founder and owner of the Carolina Floral Nursery, of Charleston and Naval Base, S. C., died August 26.

Mr. Aichele was born at Baltimore in 1890, the son of Jacob and Florence Sieck Aichele. He moved to Charleston in 1911 and soon thereafter purchased the Carolina Floral Store. Later he established the Carolina Floral Nursery, at Naval Base and Mount Holly, S. C., and pioneered in the propagation of azaleas in that state. Just before his untimely death, he had succeeded in producing a number of fine hybrid azaleas adaptable to greenhouse forcing and landscaping. Mr. Aichele was active in the business until his death.

Mr. Aichele was a member of numerous nurserymen's organizations, including the American Association of Nurserymen, for which he was currently a member of the national affairs committee; the South Carolina Nurserymen's Association, and the Southern Nurserymen's Association. He also belonged to the Southeastern Florists' Association, the South Carolina Camellia Society and others.

He is survived by his widow, the former Emma D. Brandt; F. J. Aichele, Jr., of Charleston, the immediate past president of the South Carolina Nurserymen's Association; James Henry, of Naval Base; three daughters, and 13 grandchildren. His sons will carry on the business partnership which was established with their father some time ago.

### Jesse J. Hasty

Jesse J. Hasty, 77, retired nurseryman of Bothell, Wash., died at his home August 29.

Until his retirement five years ago, Mr. Hasty owned the Hasty Nursery, at Bothell, which he had operated for 20 years.

Born at Lafayette, Ind., he went to the Seattle area in 1916, settling there permanently.

He is survived by his widow, Blanche, and a sister, Mrs. Daisy Lee, Lafayette, Ind.

### William Durman

William Durman, landscape contractor and nurseryman of Lansdowne, Pa., died on May 28 after

# RA-PID-GRO

*The Double Profit Plant Food*



Rose on left was Ra-Pid-Gro fed.



This dispensing display sells Ra-Pid-Gro for you!

**PROFIT NO. 1****USE IT!**

Nurserymen who use Ra-Pid-Gro know well that it produces:

1. Healthier stock.
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3. Far fewer replacements.
4. Properly timed blooms.

**PROFIT NO. 2****SELL IT!**

Nurserymen who sell Ra-Pid-Gro know well that it produces:

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**USE RA-PID-GRO—AND SELL IT FOR SATISFIED CUSTOMERS**

Imitation is the Sincerest Flattery.

They say money is the root of all evil  
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**Stock up on Ra-Pid-Gro NOW!**

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**THE MIRACLE LIQUID PLANT FOOD**

# B & A BRAND

## "Best in the land"

### AZALEA HINODEGIRI

Healthy Dark Green, Lustrous Leathery Foliage.  
All Plants Well-Shaped and Well-Budded.

	Each per 100
6 to 8 ins.	<b>\$0.90</b>
8 to 10 ins.	<b>1.20</b>
10 to 12 ins.	<b>1.50</b>

10 per cent discount for 250 or more. F. O. B. East Rutherford; packing at cost. Dug with good natural fibrous root ball. Add 10¢ per plant for burlapping.

Other Hardy Evergreen Azaleas Also

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#### LANDSCAPE-SIZE SHRUBS

	Per 10	Per 100
Clethra alnifolia	\$ 3.50	\$ 30.00
18 to 24 ins.	5.00	40.00
2 to 3 ft.	7.00	60.00

#### HEDGEROW

	Per 10	Per 100
Ilex verticillata	5.00	40.00
2 to 3 ft.	6.00	50.00

#### VIBURNUM CASSINOIDES

	Per 10	Per 100
Viburnum dentatum	5.00	40.00
2 to 3 ft.	6.00	50.00

#### PAPER BIRCH

	Per 10	Per 100
Paper Birch	5 to 6 ft.	25.00
	3 stems and up	25.00

#### GRAY BIRCH

	Per 10	Per 100
Gray Birch	4 to 6 ft.	20.00
	3 to 6 stems	150.00

#### PAPER BIRCH

	Per 10	Per 100
Betula papyrifera	\$ 8.00	\$ 70.00
2 to 3 ft.	25.00	200.00
3 to 4 ft.	40.00	300.00

	Per 10	Per 100
6 to 8 ft.	100.00	1000.00

#### SUGAR MAPLE

	Per 100	Per 1000
Acer saccharum	2 to 3 ft.	\$ 12.00 \$100.00
	3 to 4 ft.	30.00 250.00
	4 to 6 ft.	60.00 500.00
	6 to 8 ft.	100.00

#### EVERGREEN TRANSPLANTS

	Per 100	Per 1000	
Balsam Fir	4 to 8 ins., trans.	2-2- 15.00 120.00	
	Canada Hemlock	6 to 10 ins., trans.	2-2- 15.00 125.00

	Per 100	Per 1000
	6 to 8 ins., trans.	2-1 12.00 100.00

#### LINING-OUT STOCK

	Per 100	Per 1000
Clethra alnifolia	6 to 18 ins.	7.00 60.00
Fagus grandifolia	12 ins.	6.00 50.00

	Per 100	Per 1000
Ilex verticillata	1 to 2 ft.	7.00 60.00
Syringa vulgaris	1 to 2 ft.	7.00 60.00

	Per 100	Per 1000
Viburnum cassinooides	1 to 2 ft.	7.00 60.00
Viburnum dentatum	6 to 12 ins.	6.00 50.00

	Per 100	Per 1000
	1 to 2 ft.	7.00 60.00

#### HARDY NATIVE FERNS

	Per 100	Per 1000
Maidenhair, Lady Fern, Hay-scented Fern, Leather Wood Fern, Toothed Wood Fern, Christmas Fern, Ostrich Plume Fern.	\$ 2.00	\$10.00 per dozen, \$100.00 per 100, \$800.00 per 1000.

	Per 100	Per 1000
Interrupted Fern, Cinnamon Fern, Royal Fern.	\$ 2.50	\$12.00 per dozen, \$100.00 per 1000.

	Per 100	Per 1000
The Landscape-Sized Shrubs are graded according to A.A.N. standards. All stock is first-quality collected material except the Balsam Fir and Hemlocks, which are once-transplanted and grown in beds one or two years.	\$ 12.00	\$100.00 per 1000.

	Per 100	Per 1000
Send for complete list of Hardy Native Ferns, Lilies, Orchids, Wild Flowers, Trees, Shrubs and Evergreens.	\$ 10.00	\$80.00 per 1000.

**ISAAC LANGLEY WILLIAMS**

P. O. Box 352  
EXETER, NEW HAMPSHIRE

an illness of six months, it has been learned.

Mr. Durman had been active in the nursery and landscaping business in the Philadelphia area for over 30 years. Before he went into business for himself, he was a foreman with Richard Schwoebel, nurseryman, of Ardmore, Pa.

His associate, Lawrence G. Paglia, who is also his son-in-law, will resume operation of Mr. Durman's business, now suspended, upon the completion of his education at Pennsylvania State College.

#### PERSONNEL CHANGES AFFECT TWO FIRMS

Robert S. Mullison, formerly with Lake's Shenandoah Nurseries, Shenandoah, Ia., is now affiliated with A. McGill & Son, wholesale nursery firm at Fairview, Ore., as the company's assistant manager. He has been succeeded in his position at the Shenandoah company by John D. Cramer, the company's former western sales representative.

Mr. Mullison joined the Shenandoah firm in 1941 and rose to become the firm's vice-president, in which capacity he also headed the sales department.

He was the 1949 president of the Western Association of Nurserymen and is currently the vice-president of the Iowa Nurserymen's Association. He is also a past vice-president of the Ornamental Growers' Association.

In his connection with the McGill firm, Mr. Mullison will establish residence at Portland early in October.

John D. Cramer was born at Twello, the Netherlands, in 1916. He is a graduate of the government horticultural school at Boskoop, Holland. Mr. Cramer's first position after leaving the school was with the Leiden Botanical Gardens, in Holland, where he remained for six months, after which he traveled to England and was employed by the Royal Horticultural Society at Kew for two and one-half years.

After six years' service with the Dutch army during World War II, Mr. Cramer came to the United States in 1946 as a salesman for a Holland bulb concern. His next employment was with the Willis Nursery Co., Ottawa, Kan. In 1950, he joined Lake's Shenandoah Nurseries as the firm's western sales representative.

Mr. Cramer is married and has three children, John, Jr.; Anna, and Daniel.

# NURSERY STOCK-FALL, 1952

Field plants suitable to line out now. Transplanted into field beds for 2, 3 and 4 years. Seedlings as noted (S). None of these plants have been collected or grown in flats or pots. Order not less than 25 of a kind.

	100 rate each
Azalea Ghent, 3 to 6 ins., 2-yr.	\$.25
Azalea Ghent, 8 to 12 ins., 4-yr.	.35
Azalea mollis, 5 to 10 ins., 2-yr.	.25
8 to 12 ins., 4-yr.	.65
12 to 15 ins., 5-yr.	1.35
Azalea schlippenbachii, 4 to 8 ins., 3-yr.	.35
Azalea vaseyi, 6 to 10 ins., 3-yr.	.45
Azalea vaseyi, 10 to 12 ins., 4-yr.	.65
Calycanthus floridus, 18 to 24 ins., 3-yr.	.15
Cedrus atlantica glauca, 12 to 15 ins., 4-yr.	.55
Chamaecyparis filifera, 10 to 15 ins., 3-yr.	.45
Cham. filifera aurea, 5 to 10 ins., 2-yr.	.35
Cham. lawsoniana, 10 to 15 ins., 3-yr.	.22
Cham. laws. alnum, 10 to 15 ins., 3-yr.	.35
Cham. plumosa, 10 to 15 ins., 3-yr.	.45
Cham. plumosa aurea, 6 to 8 ins., 2-yr.	.35
Cham. plumosa aurea, 8 to 12 ins., 3-yr.	.45
Cotoneaster bullata, S, 18 to 24 ins., 3-yr.	.12
Cotoneaster horizontalis, 4 to 8 ins., 3-yr.	.35
Euonymus alatus, 6 to 10 ins., 3-yr.	.30
Euonymus carrierei, 8 to 10 ins., 2-yr.	.25
Euonymus carrierei, 10 to 12 ins., 3-yr.	.35
Euonymus coloratus, 8 to 12 ins., 2-yr.	.25
Euonymus europaeus, 10 to 15 ins., 3-yr.	.22
Euonymus fortunei erecta, 12 to 18 ins., 3-yr.	.35
Euonymus fortunei erecta, 18 to 24 ins., 4-yr.	.55
Euonymus patens, 10 to 15 ins., 3-yr.	.35
Euonymus vegetus, 10 to 15 ins., 2-yr.	.35
Ilex crenata bullata, 8 to 10 ins., 3-yr.	.45
Ilex crenata bullata, 10 to 12 ins., 4-yr.	.65
Ilex glabra, 6 to 8 ins., 2-yr.	.30
Ilex glabra, 8 to 10 ins., 3-yr.	.45
Ilex rotundifolia, 10 to 12 ins., 3-yr.	.50
Ilex rotundifolia, 12 to 15 ins., 4-yr.	.75
Juniper, Andorra, 8 to 12 ins., 3-yr.	.45
Juniper, Irish, 8 to 12 ins., 2-yr.	.35
12 to 15 ins., 3-yr.	.45
15 to 18 ins., 4-yr.	.55
Juniperus fastigiata, 8 to 12 ins., 2-yr.	.35
Juniperus fastigiata, 12 to 18 ins., 3-yr.	.50
Juniperus glauca hetzii, 10 to 15 ins., 2-yr.	.35
Juniperus glauca hetzii, 12 to 18 ins., 3-yr. (Heavy)	.55
Juniperus pfitzeriana, 6 to 10 ins., 3-yr.	.45
Juniperus pfitzeriana, 10 to 15 ins., 4-yr.	.65
Juniperus pfitzeriana Golden, 6 to 8 ins., 2-yr.	.35
Juniperus pfitzeriana Golden, 8 to 10 ins., 3-yr.	.45
Juniperus scopulorum, 6 to 10 ins., 2-yr.	.15
Juniperus scopulorum, 10 to 15 ins., 3-yr.	.25
Juniperus stricta, 6 to 8 ins., 2-yr.	.35
Juniperus stricta, 8 to 12 ins., 3-yr.	.45
Juniperus virginiana, 8 to 10 ins., 2-yr.	.10
Juniperus virginiana, 10 to 15 ins., 3-yr.	.15
Kalmia latifolia, 3 to 6 ins., 3-yr.	.30
Kalmia latifolia, 6 to 10 ins., 4-yr.	.45

**Finished Nursery Stock**  
(Priced in the ground; purchasers to dig:

	Each
Hemlock, 3 to 4 ft.	\$2.50
Hemlock, 4 to 5 ft.	3.25
Taxus capitata, 3/2 to 4 ft.	8.00
Taxus capitata, 4 to 5 ft.	9.50
Mountain Ash, 10 to 12 ft.	1.50
Pin Oak, 5 to 8 ft.	.50
Redbud, 8 to 12 ft.	2.50
American Arborvitae, sizes 5 to 9 ft.	.75

	100 rate each
Koelreuteria paniculata, S, 4 to 8 ins., 2-yr.	\$.10
Kolkwitzia amabilis, 12 to 18 ins., 3-yr.	.25
Laburnum vulgare, S, 10 to 18 ins., 3-yr.	.18
Lerix europaea, S, 6 to 12 ins., 2-yr.	.10
Larix leptolepis, S, 6 to 12 ins., 2-yr.	.10
Leucothoe catesbeiana, 8 to 12 ins., 3-yr.	.45
Mahonia aquifolia, 6 to 10 ins., 3-yr.	.35
Pachysandra terminalis, 2 and 3 leads, 2-yr.	.12
Philadelphus virginicus, 18 to 24 ins., 3-yr.	.35
Picea excelsa, S, 3 to 6 ins., 2-yr.	.06
S, 6 to 8 ins., 3-yr.	.10
S, 8 to 12 ins., 3-yr.	.15
Picea pungens glauca, 4 to 8 ins., 3-yr.	.18
Picea pungens glauca, 8 to 12 ins., 4-yr.	.30
Pieris floribunda, 6 to 10 ins., 3-yr.	.35
Pieris floribunda, 10 to 12 ins., 4-yr.	.45
Pieris japonica, 6 to 10 ins., 3-yr.	.45
10 to 15 ins., 4-yr.	.90
15 to 18 ins., 5-yr.	1.75
Pieris mariana, 10 to 15 ins., 3-yr.	.65
Pinus mugo, 4 to 6 ins., 3-yr.	.10
Pinus mugo, 6 to 8 ins., 4-yr.	.15
Pinus strobus, 6 to 10 ins., 3-yr.	.15
Pinus sylvestris, S, 10 to 15 ins., 3-yr.	.08
Pinus sylvestris, S, 18 to 24 ins., 4-yr.	.15
Pyracantha laevis, 4 to 8 ins., 2-yr.	.25
Rhododendron carolinianum, 5 to 8 ins., 3-yr.	.55
Rhododendron carolinianum, 8 to 12 ins., 4-yr.	.85
Rhododendron catawbiense, 3 to 5 ins., 3-yr.	.35
Rhododendron catawbiense, 5 to 8 ins., 4-yr.	.55
Rhododendron hybrids (unnamed colors from red parentage)	
5 to 8 ins., 3-yr.	\$0.55
8 to 10 ins., 4-yr.	.75
10 to 12 ins., 4-yr.	1.00
12 to 15 ins., 5-yr.	1.75
15 to 18 ins., 5-yr.	2.75
18 to 24 ins., 5-yr.	3.50

**Rhododendron, Named Colors.**

Dr. Dresselhuys (Red); Caractacus (Red);	Each
Roseum Elegans (Pink); Godman (Red).	\$4.50
15 to 18 ins., B&B.	6.00
18 to 24 ins., B&B.	7.50

(We cannot ship these; they must be called for)

	100 rate each
Rhus cotinus, S, 6 to 12 ins., 3-yr.	\$.12
Sorbus aucuparia, S, 1 to 2 ft., 2-yr.	.15
Sorbus aucuparia, S, 2 to 3 ft., 3-yr.	.22
Taxodium distichum, 18 to 24 ins., 3-yr.	.25
Taxodium distichum, 2 to 3 ft., 4-yr.	.35
Taxus cuspidata, 10 to 15 ins., 3-yr.	.45
Taxus hicksii, 6 to 8 ins., 2-yr.	.35
Taxus hicksii, 8 to 12 ins., 3-yr.	.45
Thuja occidentalis, 8 to 12 ins., 3-yr.	.15
12 to 15 ins., 4-yr.	.25
15 to 18 ins., 4-yr.	.35
Thuja occ. douglasii aurea, 5 to 8 ins., 2-yr.	.30
Thuja occ. elegantissima lutea, 5 to 8 ins., 2-yr.	.30
8 to 12 ins., 3-yr.	.45
12 to 15 ins., 4-yr.	.65
Thuja occ. globosa, 9 to 12 ins., 3-yr.	.35
Thuja occ. pyramidalis, 10 to 15 ins., 3-yr.	.45
Thuja orientalis, S, 8 to 12 ins., 3-yr.	.15
Tsuga canadensis, 10 to 15 ins., 4-yr.	.35
Tsuga canadensis, 15 to 18 ins., 5-yr.	.50
Viburnum opulus, S, 8 to 12 ins., 2-yr.	.10
Viburnum opulus, field plants, 18 to 24 ins., 3-yr.	.18

**TERMS:** Cash with order. We do not carry accounts. Otherwise, 1/3 deposit with order and balance C.O.D. Packing is not charged on liners when cash accompanies order. B&B stock must be picked up at nursery—will not ship. All shipments travel at expense and risk of purchasers. "B" certification furnished upon request. Weekdays: 8 to 4:30; Saturday to 12:00; Closed Sunday.

**PALLACK BROS. NURSERIES, INC.,**

(31 mi. north of Pittsburgh, Pa., on Highway 19)

Phone: Zelienople 476-J21    Zelienople 644

**R. D. 1, HARMONY, PA.**

# This Business of Ours

*Reflections on the Progress and Problems of Nurserymen*

By E. Sam Hemming

## PLANT HOBBIES

There is no other industry that is blessed by so many persons who take some phase of the business as a hobby, and we are indebted to them for much of the interest and progress of the nursery business.

Amateur gardening is one of the nation's principal hobbies and is recognized by all of us, but we do not think so often of the other plant hobbies and their importance to us.

Plant collecting, for instance, has been one of the great sources of new plants for our gardens. For several centuries plant lovers have aided in the dissemination of new introductions all over the world. And much of this work has been done by garden enthusiasts for the sheer romance and pleasure of finding something new and different.

Today with the world pretty well-explored, and with the great difficulties of importation, plantsmen interested in new developments have turned their attention to plant societies. These specialize in such kinds as roses, daffodils, lilies, orchids, hibiscus, peonies, hemerocallis, hollies and many others. It is true that the memberships always include a generous sprinkling of professionals, but they are not necessarily the controlling voice. These societies act as plant name registrars and serve as assembly points for all the information on breeding, culture, sources of supply and other data concerning the plants, as well as a meeting ground for men with a common interest. I have been interested in one of these groups, the Northern Nut Growers Association, and have found not only a common interest in the many phases of nut culture but also friendships that seem to have a touch of freemasonry.

Plant hobbies encompass also the planting and care of arboreta. This generally appeals to the wealthy, although not exclusively so, and the arboretum may include all the species and varieties of one genus or, on a much grander scale, may include all the trees and shrubs that will grow in that climate. Sometimes one of these arboreta becomes so extensive and so valuable that it inevitably becomes a part of some institution of learning. The Morris Arboretum of Philadelphia,

now under the supervision of the University of Pennsylvania, is an example. But a lot of plant lovers, and we can well encourage them, have no such ambition in mind and yet have assembled noteworthy collections of the types of just one genus of plants. It may be pines, hemlocks, box, magnolias or any one of thousands of possibilities.

Sometimes the plant hobbyist will approach his interest in plants from still another direction and start what is actually a hobby nursery. It is true they are not often commercially important, but they do their share in promoting interest in growing plants. Often these hobby nurseries grow plants that are particularly choice, difficult to propagate and grow and as a result are not generally profitable, thus making a source of plants that would be otherwise unobtainable. Rarely do these nurseries become commercially important.

Plant hobbies also come in other

styles and varieties that are less prominent such as collecting woods, collecting and drying specimens, or in plant chemistry, in experimenting with plant by-products. All of these hobbies have an indirect beneficial effect on the nursery industry, and, while as one individual we cannot interest ourselves in all of them, we can interest ourselves in at least one and encourage all plant hobbies whenever we can, for they do much work that would not otherwise be done.

## GROUP INSURANCE

Every time I think the nursery industry is making excellent progress in keeping itself abreast of other industries and with the times, I receive a disappointment.

The progress toward the establishment of group insurance within the American Association of Nurserymen has been slow since government approval was received for its operation. This lack of interest is a complete mystery—not at all understandable. Only 600 enrolled employees are needed, a goal that should be easy to obtain many times over. It is true that perhaps many of our larger firms have programs of their own,

## Ivan R. Congdon Nursery

### CONTRACT GROWING A SPECIALTY

Wholesale

Since 1918

NORTH COLLINS, N. Y.

Owned and operated by Ivan R. Congdon

Grapevines, 1 and 2 years old  
Blackberries, Currants and Shrubs  
Black and Purple Raspberries, Tips and Transplants  
Red Raspberries, No. 1 and Transplant Grades

Grown in the heart of Erie County, New York,  
one of the largest small fruit sections in the world.

## J & P EVERGREENS SHADE TREES

In good assortment.

## SHRUBS, VINES HEDGE PLANTS, etc.

Jackson & Perkins Co.  
NEWARK,

## FALL DELIVERY

EXTRA-CHOICE SHRUBS	Per 100
100 <i>Cedrus Atlantica Glauca</i> , 1 yr. G.	\$125.00
100 <i>Cladrastis Lutea</i> , 3 yrs. T.	50.00
200 <i>Ilex Convexa</i> , 12 to 15 ins.	175.00
100 <i>Rhododendron Carolinianum</i> , 12 to 15 ins.	125.00
700 <i>Viburnum Carlesii</i> , 3 yr. S.	35.00
Other fine items. Send for list. Cash with order.	

BRIMFIELD GARDENS NURSERY  
245 BRIMFIELD DR.  
WETHERSFIELD, CONN.

## THUJA OCCIDENTALIS COMPACTA ERECTA

(NEW)

We offer this new variety in rooted cuttings; also established stock from 2 1/4-in. pots.

Write for descriptive folder in color.

THE WESTMINSTER NURSERIES  
WESTMINSTER, MD.



## Make Two Sales Instead of One

You are aggressive and wide-awake. You're looking for a way to get more sales.

Let your nursery business open the door to profitable lawn sprinkler system sales and installations.

Dealerships are now open in some areas. If you are a hard worker, it will pay you to look into the worthwhile possibilities of a Dealership that can be handled as a part of your nursery operation.

First, Texas Lawn Sprinkler Systems give you important selling advantages.

Second, your nursery gives you a ready-made list of excellent prospects.

Third, no large investment in tools, equipment and inventory is required.

Fourth, no special engineering training is necessary. Expert engineering plans and "breaking-in" tips are supplied free by the factory.

There are numerous others, but they can be better explained in the personal letter you will receive when you reply to this advertisement.

If you want to know the rest, write today.

## Texas Lawn Sprinkler Company, Inc.

5422 Redfield Street

LAKESIDE 3148

DALLAS, TEXAS



Electro-matic  
Water Miser Controls



Electro-matic  
Plug-in Clocks



Electro-matic Valves



De Luxe and Standard  
Pop-up Spray Heads

# LINING-OUT STOCK

Two-year grafts in:

- Lilacs** in choice varieties  
(true to name)
- Purple Beech, Rivers**
- Red Japanese Maple**
- Wistaria Rosea** (pink)
- Wistaria Chinensis** (blue)

One-year grafts in:

- Cotoneaster Multiflora** (true)
- Koster Blue Spruce**
- Lilacs** in choice varieties  
(true to name)
- Viburnum Carlesii**

Two-year transplants in:

- Cotoneaster Divaricata**
- Euonymus Vegetus**
- Ilex Convexa** (cuttings)
- Taxus Brevifolia**
- Taxus Cuspidata** (spreading)
- Taxus Hatfieldi**

One-year transplants in:

- Forsythia Spring Glory** (new)
- Juniperus Glauca Hetzi**
- Magnolia Soulangeana**  
(grown from cuttings)
- Regel's Privet** (genuine)

# SALABLE STOCK

DDT-treated to be shipped outside Beetle Area.

**Taxus Cuspidata** (spreading)  
18 to 24 ins.

**Taxus Hatfieldi**  
18 to 24 ins.

Ask for complete list on LINERS and FINISHED STOCK. Your inspection is cordially invited at any time.

**C. HOOGENDOORN**

Turner Rd. NEWPORT, R. I.

yet it would take only a few large firms to put it over. Similarly, there are many small firms that are unable to obtain group insurance except through an organization, so that it would take only 60 firms with 10 employees each to reach the goal. There are almost 1,500 member firms in the A. A. N.

Surely we have heard often enough the complaint that we cannot meet the competition of big industries in the labor market. Yet, it is exactly these extras, such as insurance, that are the determining factor in the labor market. There are many reasons why a man would prefer to work in a small nursery if he were protected by these so-called little things that now appeal so much.

Nor is the program one that is completely unselfish, for it offers \$5,000 in insurance to the owners or officers of the nursery firm, which, added to one's own insurance program, makes a respectable amount.

You members of the association who have not looked into the program closely should give it another thought and help us to progress as a group. This is too good a thing to let fall by the wayside. E. S. H.

## SEEK POSTAL LAW REPEAL

A National Committee on Parcel Post Size and Weight Limitations has been formed of representatives of several national trade groups to seek outright repeal of the law which reduced the size and weight limits of parcel-post packages (excepting nursery stock) from 100 to 70 inches combined length and girth, and from 70 pounds to 20 pounds in all zones except local, 1 and 2, in which the weight limit is 40 pounds.

In another development affecting postal rates, Postmaster General Donaldson has notified the interstate commerce commission of his intent to request upward adjustments in rates on parcel post. The proposed rates will be made public soon after January 1, 1953. A deficit of \$84,000,000 is anticipated on fourth-class mail in the fiscal year ending June 30, 1953, under the present rates. Increased rates approved by the commission in 1951 are yielding more than \$100,000,000 annually. The postmaster general has already indicated to the House committee on post office that he will seek further increases in second and third-class mail rates from the 83rd Congress in view of an anticipated over-all deficit of \$670,000,000.

JOHN K. MEEKER has opened a garden center at Westfield, N. J.

The New Mallow or  
Hardy Hibiscus

## ANNIE J. HEMMING

Pl. Pat. No. 835

An ideal subject for mail-order and garden store business.

## CHINESE CHESTNUTS

Hemming Strain—  
Blight-resistant Trees

20,000—1-yr. seedlings  
30,000 in grades 2 to 3 ft.,  
3 to 4 ft.

EASTERN SHORE NURSERIES, INC.  
EASTON, MD.

## EVERGREENS

Northern-grown

Canadian Hemlock, American Arborvitae, Balsam Fir.

	Per 100 Per 1000
2 to 4 ins., sdgs.....	\$ 1.00 \$ 5.00
3 to 6 ins., sdgs.....	2.00 10.00
6 to 9 ins., sdgs.....	3.00 20.00
9 to 12 ins., sdgs.....	7.00 45.00
12 to 18 ins., sdgs.....	9.00 70.00
18 to 24 ins., sdgs.....	25.00 .....

Freshly collected. Well-rooted. Puddled and packed in sphagnum moss. Catalog of plants, ferns, etc., on request.

## William Crosby Horsford

CHARLOTTE, VT.

## LILACS

On own roots.

Large plants, 5 ft. and up.  
Charles X, William Robinson,  
Pres. Grevy, Leon Gambetta, etc.

To plant now

AMERICAN ARBORVITAE, 10 ft.

An assortment of heavy stock  
for landscaping.

RED LAKE RED CURRANTS,  
2-yr. No. 1

SAMUEL FRASER NURSERY  
GENESEO, N. Y.

## TAXUS

Upright, 3 to 14 ft.

Truckloads only, no boxing.

BULK'S NURSERIES  
BABYLON, L. I., N. Y.

## Cutback Collected Stock B&B

	MAXIMUM	Each
12 to 18 ins.....	.....	\$1.25
18 to 24 ins.....	.....	1.50
24 to 30 ins.....	.....	1.75

Pennsylvania Evergreens  
J. Richard Barry White Haven, Pa.

We never talk about the other fellow's low prices; he knows what his merchandise is worth. We grow good evergreen liners. Ask for our wholesale list.

The STEDMAN NURSERIES  
NEWFANE, N. Y.



TAXUS BROWNII



PYRAMIDAL ARBORVITAE

# EVERGREENS

## BALLED AND BURLAPPED

All excellent-quality, XXX, well-sheared plants.

5 of one variety and size at 10 rate. 25 of one variety and size at 100 rate.

		Each, per 10	Each, per 100		Each, per 10	Each, per 100		Each, per 10	Each, per 100
PFITZER JUNIPER (Spreading)	12 to 15 -in.	\$2.25	\$2.00	SPREADING YEW	12 to 15 -in.	\$ 3.00	\$ 2.75		
	15 to 18 -in.	3.00	2.75	INTERMEDIATE YEW	15 to 18 -in.	4.50	4.25		
HETZ'S BLUE JUNIPER (Spreading)	12 to 15 -in.	2.00	1.75	BROWN'S YEW	18 to 24 -in.	5.50	5.25		
VON EHORN JUNIPER (Spreading)	15 to 18 -in.	2.75	2.50						
NORWAY SPRUCE	12 to 15 -in.	3.00	2.75	HATFIELD'S YEW	12 to 15 -in.	3.00	2.75		
	18 to 24 -in.	3.50	3.25	HICKS' YEW	15 to 18 -in.	4.00	3.75		
	12 to 15 -in.	1.50	1.25	HICKS' YEW GLOBES	18 to 24 -in.	5.00	4.75		
	15 to 18 -in.	1.75	1.50	UPRIGHT YEW	2 to 2½-ft.	8.00	7.75		
	18 to 24 -in.	2.00	1.75		2½ to 3-ft.	10.00	9.75		
	2 to 2½-ft.	2.25	2.00		3 to 3½-ft.	12.00	11.75		
	2½ to 3-ft.	2.50	2.25	GLOBE ARBORVITAE	12 to 15 -in.	1.75	1.50		
BLACK HILLS SPRUCE	3 to 3½-ft.	3.50	3.25		15 to 18 -in.	2.25	2.00		
	12 to 15 -in.	2.00	1.75		18 to 24 -in.	3.00	2.75		
COLORADO GREEN SPRUCE	15 to 18 -in.	2.25	2.00	DARK GREEN AMERICAN	2 to 2½-ft.	2.75	2.50		
	18 to 24 -in.	2.50	2.25	ARBORVITAE	2½ to 3-ft.	3.25	3.00		
	2 to 2½-ft.	2.75	2.50		3 to 3½-ft.	4.00	3.75		
	2½ to 3-ft.	3.25	3.00		3½ to 4-ft.	5.00	4.75		
COLORADO BLUE SPRUCE	12 to 15 -in.	2.00	1.75	PYRAMIDAL ARBORVITAE	18 to 24 -in.	2.25	2.00		
	15 to 18 -in.	2.25	2.00		2 to 2½-ft.	2.75	2.50		
	18 to 24 -in.	2.50	2.25		2½ to 3-ft.	3.25	3.00		
	2 to 2½-ft.	3.00	2.75		3 to 3½-ft.	4.00	3.75		
	2½ to 3-ft.	3.75	3.50		3½ to 4-ft.	5.00	4.75		
	3 to 3½-ft.	5.00	4.75						

This does not include all varieties we grow . . . your inquiries are invited for material not listed here.

### TERMS OF SALE

All quotations are net and F.O.B. our nursery, plus packing at cost. A 2% discount will be allowed for cash with order. No warranty or guarantee as to quality, description or any other nature is either expressed or implied.

## BROWN DEER NURSERIES

Mail Address  
P. O. Box 1747  
Milwaukee 1, Wis.

Operated By  
HOLTON & HUNKEL CO.

Nurseries at  
Brown Deer, Wis.  
Wis. Hy. 57

# Nurserymen's Outings

## NORTH JERSEY PICNIC

The summer activities of the North Jersey Metropolitan Nurserymen's Association met with great success. The first of these consisted of a tour by bus to three nurseries in the area, Wolf's Holly Orchards, Millville; Perkins-deWilde Nurseries, Inc., Shiloh, and Koster Nurseries, Bridgeton. About 25 members and their guests attended this mid-summer outing, and the hospitality of nurseries contributed greatly to the general enjoyment of the occasion. The Koster firm and the Perkins-deWilde Nurseries were hosts to the association for lunch, and Fred Parrat, of the Lee Patten Seed Co., supplied the group with refreshments, as he always had on such outings.

The next event, and the real high point of the summer, was the annual picnic, which was held at the Hackettstown Nurseries, Hackettstown. About 70 members and their guests were present, including several persons from Rutgers University; a few of the county agents; Rus Harman, of LaBars' Rhododendron Nursery, Stroudsburg, Pa.; Howard Taylor, Rosedale Nursery, Eastview, N. Y., and many representatives of allied firms. A good lunch and other refreshments whetted the appetites of the picnickers for the sumptuous dinner given that evening. In between the meals members toured the Hackettstown Nurseries and did a great deal of undirected chatting. The dinner was arranged by Ken Force, who earned the plaudits of everyone by his skillful planning and execution of this capstone of the whole picnic. The fare was charcoal-broiled filet mignon, which left everyone completely filled and completely satisfied.

Some prizes donated by several members and friends were distributed, and their generosity left almost everyone with some token of a successful picnic and a well-spent day. The picnic was arranged by Hans Hess and his committee, and together they left no stone unturned, as everyone present will gratefully testify.  
Ed Wyckoff, Sec'y.

## COLORADO EXCURSION

A visit to Wyoming's state horticultural field station at Cheyenne was enjoyed by members of the Colorado Nurserymen's Association, September 9. Everyone met in the

morning at the Kroh Bros. Nursery, Loveland, Colo., where they enjoyed a substantial lunch before beginning the journey to Cheyenne, according to plan.

Upon arrival at the station, the nurserymen were met by its director, Dr. A. C. Hildreth, and several of his assistants. A tour was made of the premises, with Dr. Hildreth and his assistants serving as escorts. The nurserymen were shown the many specimens of fruit and ornamental plants that have proved adaptable to this dry area with its short growing season.

The station contains about 2,100 acres, some of which is under irrigation. The station's work is of great value to persons living in the arid Rocky mountain plains area, as there is no other organization that tries systematically to develop and discov-

er the types of plants that will survive the climate. Among the varieties the station has adapted are early chrysanthemums, dryland plums, vineless pumpkins, hardy roses, hardy hedges and several kinds of ornamental crab apple trees.

Although the appropriations to operate this station have been seriously cut in recent years, there are still many thousands of plants for interested persons to study.

About 20 Colorado nurserymen took the trip and displayed considerable enthusiasm about the station itself and the many things they learned there. It was resolved to make the trip an annual affair.

G. A. A.

## WESTERN NEW YORK OUTING

The summer outing of the Western New York Nurserymen's Association was held at the Rod and Gun Club, Danville, N. Y., Thursday, September 18. William Kelly, sec-

## 10,000 TAXUS CAPITATA (SEEDLING STRAIN) MUST BE MOVED AS LAND IS SOLD

We offer 10,000 Taxus Cupidata Capitata (grown from seed) for Fall, 1952, or Spring, 1953, shipment. Can ship anywhere B&B with Japanese beetle certificate. This block of Capitata is not of a quality that will permit the grower to call it first-class stock, but could be grown on into heavier material. Because of sale of the real estate upon which it is growing, this stock must be moved between now and June 1, 1953. Sizes range from 18 ins. thru 3½ ft. Priced reasonably considering quality. Sale of this material made only through personal inspection of block.

*For choice liners, see our ad in September 15 issue,  
American Nurseryman*

**E. D. ROBINSON SALES AGENCY**  
WALLINGFORD, CONN.  
*"A friendly, efficient service".*

## LINING-OUT STOCK

Our new Fall, 1952, price list is now ready for distribution. If your name is not on our mailing list, send post card for copy.

**THOMAS B. MEEHAN CO., Inc.**  
DRESHER, PA.

**HEMLOCK**  
Rhododendron — Kalmia  
Azalea

**CURTIS NURSERIES**  
CALICOON, N. Y.

**PRIVET and BERBERIS**  
Splendid Stock  
*Write for Special Quotations*  
**LESTER C. LOVETT**  
MILFORD DELAWARE

**DEL-MAR-VA NURSERIES**  
Growers of Quality  
Taxus, Ilex and other Ornamentals.  
Ask for list.  
**DEL-MAR-VA NURSERIES**  
LINCOLN, DEL.  
Phone: Milford, Delaware 4445

*The Profit Making*  
**MOW-MASTER**  
*has TERRIFIC  
 SALES APPEAL*

backed with  
**HARD HITTING**  
**ADVERTISING**  
 throughout  
 the YEAR

*featuring*

the Amazing *Grind-a-Leaf*  
 the LEAF PULVERIZER that CLEANS,  
 MULCHES and FERTILIZES the LAWN



PULVERIZE LEAVES  
 MOW LAWNS  
 CUT TALL WEEDS

*All with ONE MACHINE*

No need to wait for Spring to sell zines carry the Mow-Master story to millions of readers, many of them your LEAVES in addition to MOWING LAWNS customers who will want to see and run and CUTTING TALL WEEDS they sell right one of these outstanding mowers. Cash in through the Autumn season. People prefer on the year around sales potential of this this multi-purpose feature as proven by popular line of power mowers. scores of thousands of satisfied Mow-Master lions of readers, many of them your owners. They like the fine quality, the Write today for complete details on dependability and pleasing prices of this choice dealer and distributor franchises outstanding line. America's leading maga- still open.

\*Specifications vary in the different models

**MOW-MASTER CUSTOMERS  
 BUY THESE FEATURES  
 AND MANY MORE:**

- \*16 to 21 inch cut
- \*Ample horse power
- All metal machine
- Light weight
- Easy to handle
- \*Ball bearing and
- cilite bearing wheels
- Rubber tires
- Adjustable cutting height
- Full floating handle
- \*Handy recoil starter
- Automatic governor

**PROPELLION ENGINE CORP.**

Subsidiary Food Machinery and Chemical Corp.

Dept. AN-10, 7th St. and Sunshine Rd.,

Kansas City, Kans.

# FINE PLANTS

	Each	Each	Per	Per
	Per	10	100	
<i>Abies douglasii.</i>				
4 to 5 ft.	\$5.00			
5 to 6 ft.	6.50			
6 to 7 ft.	8.00			
7 to 8 ft.	8.50			
8 to 9 ft.	10.00			
9 to 10 ft.	11.50			
<i>Chamaecyparis pisifera.</i>				
7 to 8 ft.	8.50			
8 to 9 ft.	10.00			
9 to 10 ft.	11.50			
<i>Juniperus depressa plumosa.</i>				
18 to 24 ins.	2.50	\$2.25		
24 to 30 ins.	2.75	2.50		
<i>Juniperus horizontalis glauca.</i>				
18 to 24 ins.	3.00	2.80		
24 to 30 ins.	3.75	3.50		
30 to 36 ins.	4.25	4.00		
4 1/2 ft. by 4 ft. high.	10.00	9.50		
<i>Juniperus meyeri.</i>				
10 to 12 ins.	1.70	1.50		
12 to 15 ins.	2.00	1.75		
2 1/2 ft. 3 ft.	4.75			
4 to 4 1/2 ft. high by 3 to 3 1/2 ft. wide.	6.50			
<i>Juniperus pfitzeriana.</i>				
3 to 3 1/2 ft.	6.50			
3 1/2 to 4 ft.	8.50			
Sizes up to 6-ft. spread by 5 to 6-ft. height. Prices on request.				
<i>Taxus cuspidata.</i>				
12 to 15 ins.	2.00	1.75		
15 to 18 ins.	3.00	2.75		
18 to 24 ins.	3.75	3.60		
2 to 2 1/2 ft.	4.90	4.70		
<i>Taxus cuspidata intermedia.</i>				
10 to 12 ins.	2.00	1.75		
12 to 15 ins.	2.25	2.00		
<i>Taxus hicksii.</i>				
2 to 2 1/2 ft.	4.40	4.00		
2 1/2 to 3 ft.	5.25	5.00		
3 to 3 1/2 ft.	7.00	6.75		
3 1/2 to 4 ft.	9.00	8.75		
<i>Taxus Vermeulenii.</i>				
Each	Each	Per 10		
3 ft.	\$7.00	\$6.75		
3 1/2 ft.	8.50	8.25		
4 ft.	9.75	9.50		
<i>Thuja American.</i>				
4 to 4 1/2 ft.	\$4.25	\$4.00		
4 1/2 to 5 ft.	4.50	4.25		
5 to 5 1/2 ft.	5.00	4.75		
5 1/2 to 6 ft.	6.00	5.75		
6 to 6 1/2 ft.	6.75			
<i>Thuja standishiana.</i>				
2 to 2 1/2 ft.	2.50	2.25		
2 1/2 to 3 ft.	3.00	2.75		
3 to 3 1/2 ft.	3.85	3.50		
3 1/2 to 4 ft.	4.25	4.00		
4 to 4 1/2 ft.	5.00	4.70		
9 ft., hvy. specimen.	\$24.00	each.		
10 ft., hvy. specimen.	26.00	each.		
11 ft., hvy. specimen.	28.00	each.		
12 ft., hvy. specimen.	30.00	each.		
<i>Thuja globosa.</i>				
12 to 15 ins.	1.50	1.40		
15 to 18 ins.	2.00	1.70		
18 to 21 ins.	2.40	2.00		
2 to 3 ft.	4.00			
3 to 4 ft.	5.00			
<i>Thuja spiralis.</i>				
5 ft.	6.00			
5 1/2 ft.	6.75			
6 ft.	7.75			
<i>Thuja wareana.</i>				
6 ft.	6.75			
6 1/2 ft.	7.25			
7 ft.	7.75			
<i>Tsuga canadensis.</i>				
3 to 3 1/2 ft.	5.00	4.50		
3 1/2 to 4 ft.	6.00	5.50		
4 to 4 1/2 ft.	7.00	6.50		
4 1/2 to 5 ft.	7.50	7.00		
5 to 5 1/2 ft.	8.75	8.50		
5 1/2 to 6 ft.	10.00	9.75		
<i>Berberis julianae.</i>				
16 to 18 ins., B&B.	2.00			
18 to 24 ins., B&B.	2.50			
25 to 30 ins., B&B.	3.00			
<i>Cornus florida rubra.</i>				
4 to 5 ft., B&B.	7.00			
5 to 6 ft., B&B.	9.50			
<i>Hedysarum occidentale.</i>				
15 to 18 ins.	2.75	2.50		
18 to 24 ins.	4.00	3.75		
24 to 30 ins.	5.50	5.00		
<i>Magnolia soulangeana.</i>				
18 to 24 ins., B&B.	2.25	2.00		
24 to 30 ins., B&B.	2.70	2.50		
30 to 36 ins., B&B.	3.00	2.75		
4 to 5 ft., B&B.	5.00	4.75		
5 to 6 ft., B&B.	6.50	6.25		
<i>Pyracantha laalandii.</i>				
In wire baskets, 15 ins. in diam. by 12 ins. deep.				
3 ft., heavy cutback.	5.00	4.75		
3 1/2 ft., heavy cutback.	5.50	5.25		
4 ft., heavy cutback.	6.25	6.00		

**ANGELICA NURSERIES**  
R. D. 1 MOHNTON, PA.

retary of the association, and the local committee were pleased with the attendance of 125 nurserymen, who enjoyed a day of touring nurseries, visiting and enjoying the ample hospitality furnished by the club.

Nurseries toured by the group included Kelly Bros. Nurseries, Roberts Nursery Co., Charles McNair Nurseries, Culbertson's Nursery, Ulyette Bros. Nurseries and Maloney Bros. Nursery Co.

The morning activities were held in fine fall weather, but nurserymen on the afternoon tours had to dodge showers. Rainfall had been light in many New York areas, but the stock in the Dansville valley area appeared to be in excellent shape.

A vote of thanks was awarded the committee for its excellent work. The committee consisted of Dick Roberts, George Roberts, Charles McNair, Howard Culbertson, Reg Prudeaux, Bill Ulyette and Bill Kelly, chairman.

A. M. S. P.

## IRON CHLOROSIS

Application of iron sulphate as a powder or spray is an effective counteraction to the soil condition known as iron chlorosis, according to Dr. J. R. Watson, of the Texas agricultural experiment station, College Station. Associated with alkaline soils, at pH levels of 7 or above iron in the soil becomes relatively insoluble, and many grasses and shrubs have difficulty assimilating it even though the element is present in adequate quantities. The resulting iron deficiency causes the leaves to take on a pale yellow-green cast and, unless the condition is corrected, leads to the eventual death of the plant.

The iron sulphate application is taken up immediately by the plants, even through the leaves if a spray is used. Another method of remedying the condition is by mixing aluminum sulphate or sulphur and acid peats with the soil; this lowers the pH level of the soil, thus rendering the iron more soluble.

Application of iron sulphate should be made in quantities of from one-fourth to five or more pounds to 1,000 square feet. In general, an application of one-half pound to 1,000 square feet is recommended. Dr. Watson warns nurserymen that when concentrations exceed three-fourths or one pound to 1,000 square feet, the material should be applied in a dry form (the grass and soil should also be dry) and the area then drenched thoroughly with water.

## Evergreen Seedlings

	Per	Per
1-yr.	100	1000
Riga Scotch Pine.	2 to 4 ins.	\$4.00 \$22.00
Pinus Sylvester.	3 to 6 ins.	5.00 25.00
2-yr. Col. Pine.	3 to 6 ins.	4.00 20.00
2-yr. Col. Blue Spruce.	2 to 5 ins.	6.00 32.00
2-yr. Col. Blue Spruce.	2 to 8 ins.	7.00 40.00

	Per	Per
10	100	
Cal. Spruce, sheared, bushy, field row.		
8 to 12 ins., XX, bare root.	\$0.50	\$0.45
12 to 15 ins., XX, bare root.	.65	.60
15 to 18 ins., XX, bare root.	1.00	.95
18 to 24 ins., XX, bare root.	1.35	1.30

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For B&B trees, add 40¢ each.

Pick up only on B&B.

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R.D. No. 1, East Lake Road,  
HARBORCREEK, PA.

	Per 100
<i>Ilex crenata</i> (from seed)	
6 to 12 ins., trans.	\$17.50
<i>Pinus mughus</i> (true dwarf type)	
4 to 8 ins., trans.	20.00
<i>French Hybrid Lilacs</i>	
(fine variety)	
6 to 12 ins., grafts.	27.50

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is a wonderful country where someone is always popping up and cracking the hard nut! Kenhaven Gardens rooted over 10,000 Moerheim and Koster Blue Spruce this last season!

Most of the nurserymen who read the American Nurseryman have seen our unusual ad offering 10,000 Moerheim Blue Spruce cuttings for sale. We had sold this stock down to approximately 4,000 plants when one of the large nurserymen of this country came to Kenhaven Gardens to see our stock of Moerheim and Koster Blue Spruce. After a careful inspection, he purchased our entire stock of approximately 4,000 plants.

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**TEAR OFF COUPON—SIGN AGREEMENT — ENCLOSE CHECK — AND MAIL TODAY!**

Since we do not take wood until February, there is still time to grow a crop of Blue Spruce from cuttings this coming season!

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**Rt. 1, Box 32**

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	Per 1000
1 to 2 mm., 8 to 12 ins. in height.	\$10.00
2 to 3 mm., 12 to 15 ins. in height.	15.00
3 to 4 mm., 15 to 18 ins. in height.	18.00
4 to 6 mm., 18 to 24 ins. in height.	35.00
6 to 8 mm., 24 to 30 ins. in height.	45.00
8 to 12 mm., 30 to 36 ins. in height.	55.00
Conservation grade, 12 to 20 inches in height.	22.50

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Taxus Cupidata Capitata	
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30 to 36 ins.	5.50
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15 to 18 ins.	3.25
Taxus Hickelii and Hatfieldii	
18 to 24 ins.	4.00
Pittosporum Junipers	
15 to 18 ins.	2.50
18 to 24 ins.	3.25
24 to 30 ins.	4.00
30 to 36 ins.	4.75
Blue Spruce Junipers	
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Hetz Junipers	
18 to 24 ins.	3.00
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JUNIPER GRAFTS—Canaertii-Glaucia-Burkii	
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#### MICHIGAN REFORESTATION

Today Michigan leads all states in acreage devoted to forest plantations. More than 900,000 acres of state, federal and private lands have been planted to trees in the past 50 years. Planting currently is progressing at the rate of 25,000 acres annually on public and private lands.

Norman F. Smith, staff forester with the state conservation department's division of forestry, said one of the division's chief problems now is to produce enough trees to supply an increasing demand for stock for private planting. Stock from state nurseries is sold to landowners for reforestation and conservation purposes at nominal cost. Norway, white and jack pine make the bulk of the species planted since 1915.

Of Michigan's total land area of 36,000,000 acres, 19,000,000 are classed as forest land, Mr. Smith said. Nearly a third of the forest acreage is in public ownership, mostly in state and national forests. The state owns nearly 4,000,000 acres in 22 dedicated forests. The federal government holds 2,500,000 acres.

Approximately 85 per cent of the state forest lands was acquired through tax reversion. The state took them over from logging companies or from farmers who could not eke out a living on the poor soils, after they had been stripped of trees and had become tax delinquent.

At present, 95 per cent of Michigan's merchantable saw log timber is on privately owned lands. It is the private forests which supply most of the state's lumber production, totaling 500,000,000 to 600,000,000 board feet annually. Three fourths of the present production comes from the upper peninsula, mostly from virgin hardwood forests that remain in the western part. There are 1,000,000 acres of virgin hardwoods in this area, containing yellow birch, hard maple, basswood, beech and elm among the species.

#### DADE COUNTY CHARTERED

The first meeting as a chartered organization was held recently by the Nurserymen's Association of Dade County, at Miami, Fla. Although the group was organized four years ago, it was only recently decided to apply for a charter.

Speakers at the meeting were Olga Kent, president of the Florida Mango Forum; Ruth Stuart Allen, secretary of the American Hibiscus Society, and Hugh Lalor, regional director of the Florida State Nurserymen's and Growers' Association.

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(tips), R.C.	11.00	...
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# Tips for Better Landscapes

By Clarence E. Lewis

Long Island Agricultural and Technical Institute, Farmingdale, N. Y.

## USING NATURE'S HINTS

Have you ever been working in a rural area and had the job confronting you seem unusually perplexing? There is so much land around you that is undeveloped, and there are no other homes in the immediate area from which you can get ideas. The beginning point for your ideas about landscape planting just seems to elude you.

In such a dilemma, one of the simplest approaches is to observe what is growing well on or near the property in question. You notice an apple orchard, or a resemblance thereof, that may have once been in a happier state of appearance; or that white pines are the important trees in nearby woodlands or plantings. This might well be your beginning or the basis for organizing your plan. I do not infer that the planting should be made up of apple trees and white pine, but only that they can play the most important roles.

Apple or flowering crab apple trees can be placed near the house as long as the existing orchard is brought into good repair. The white pines of the distant woods can also be used, and sometimes it may be necessary to use only one tree to make your setting and planting seem in perfect harmony with its surroundings.

Take advantage of what nature has left. She usually does a better job than we can, even though we spend years in study and often profit from others' experiences.

Do not try to change a rural area. The lilacs that grow there, the absence of hedges, a split rail fence and the shadbush that borders the woodland may all be a part of it. Accept the suggestions that are present.

This principle of using plants that have been making themselves at home for many years in a particular terrain can also be applied in other ways. On small properties where the selection of a large number of shrubs or trees is limited, one can repeat plants that are already growing well on the property next door or the one across the street. Even more important, plants which are used in the foundation planting or shrub border should be repeated in other plantings on the same property. This is not to say that all of the plants should be repeated, but only the ones

that can be adapted to other sections of the borders or house. You will find that each landscape man has certain key plants which he uses in many or most of his jobs. This is a natural tendency, and there should be no objection to it.

The roadsides of our highways and parkways, which have been better developed, planned and planted in the past 10 years than ever before, should receive the same treatment and consideration with regard to selection of plants as has been suggested for home grounds. It should be required that plants which are indigenous to the area should be the principal components of a roadside plan when a bid for a highway planting is submitted. There are many areas in which some authorities have such a requirement. This idea may

not be entirely applicable when sea-shore roadsides or steep banks are involved. The autumn elaeagnus, *E. umbellata*, and Japanese black pine, *Pinus thunbergii*, of Asiatic origin, are certainly indispensable to the county or state having a Long Island sea-shore situation. There are many local plants even in this circumstance that can be and frequently are used.

Spiracas and forsythias seem out of place along a road where there is an abundance of desirable native shrubs and trees. Undoubtedly, when spiracas and forsythias are used in such a locale it is because the bidder submitted the lowest estimate. There was no stipulation as to what types of plants must be used. I realize, too, that some of our native plants are not the easiest to buy when ordering them in any large quantity, and this can be a reason for such roadside plantings. It still does not look right even to this day.

Trees do the job. They are the backbone of the roadside planting, the rural home or any landscape job that is large enough to accommo-

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<b>Viburnum sieboldi.</b> 6 to 12 ins.....	<b>10.00</b>	....
<b>Cotinus coggygria.</b> 6 to 9 ins..... 9 to 12 ins..... 12 to 18 ins.....	<b>10.00</b> <b>12.50</b> <b>17.50</b>	<b>85.00</b> <b>100.00</b> ....
<b>Washington Hawthorn.</b> 6 to 9 ins.....	<b>7.50</b>	<b>65.00</b>
<b>Rhodotypos scandens.</b> 6 to 12 ins.....	<b>7.50</b>	<b>65.00</b>
<b>Exochorda grandiflora.</b> 6 to 12 ins.....	<b>8.50</b>	<b>75.00</b>
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<b>Tilia cordata.</b> 12 to 24 ins.....	<b>20.00</b>	<b>175.00</b>
<b>Kolkwitzia amabilis.</b> 12 to 18 ins.....	<b>20.00</b>	....
<b>Aronia arbutifolia.</b> 6 to 12 ins.....	<b>7.50</b>	<b>65.00</b>
<b>Aronia arbutifolia.</b> 12 to 18 ins.....	<b>10.00</b>	<b>85.00</b>
<b>Syringa vulgaris</b> , 1-yr. ....	<b>5.00</b>	<b>40.00</b>
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date trees. They make each community a finer place in which to live and determine the maturity of a planting whether it be along the roadside, on a home ground, near an office building or even in the park to which the apartment dweller retreats on a hot, sultry summer day. Yes, trees carry the theme and permeate the landscape.

So many times we think that we should do something original, something that differs from a neighbor's planting, and so we should, if the planting used by the neighbor is not desirable. Sometimes, however, an original plan is so entirely different from any other nearby home that it appears to be isolated. The garden may be original as may the plan of the front if we use some of the plants that are harmonious to the area. Then we still are in keeping with the community. Sometimes only a single flowering dogwood, a group of mountain laurel or a well-formed apple may be all that is needed to suggest that you, too, live at R. F. D. No. 2, Laurel Grove, N. Y., or maybe at 143 Apple lane, Crestwood, U. S. A.

#### NEW RUBY APPLE

The apple-breeding program of the Ohio agricultural experiment station, Wooster, has brought another apple variety on the market with qualities that should make it a success. The new variety is named Ruby, a choice dictated by the striking over-all carmine color.

The Ruby was produced by pollinating Gallia Beauty, which is a seedling of Rome Beauty, with Starking, a red mutation of the Delicious variety. When one recalls that Delicious is one of the most popular varieties on the market and that Rome Beauty has been one of Ohio farmers' largest money-makers, the parentage augurs well for Ruby's success. Unfortunately, however, offsprings seldom acquire the best characteristics of both parents, and, although in some ways Ruby improves on the performance of one parent or the other, in others it is less satisfactory.

Full bloom date for the Ruby apple was shown practically to coincide with the blooming dates of the Rome Beauty, Delicious, Gallia Beauty and Starking. Experimenters at the station also found the Ruby variety to be one of the latest-harvested apples.

Other attributes of the new apple are its excellent storage qualities; its enduring, or possibly improved, flavor upon cooking, and mild eating flavor.

## HOBBS

### Fall, 1952

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	Per 100	Per 1000
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<i>Euonymus alatus</i> , 1-yr. sdg., 2 to 3-in.....	5.00	45.00
<i>Euonymus alatus</i> , 2-yr. sdg., 3 to 6-in.....	7.50	65.00
<i>Hex crenata</i> , 2-yr. sdg., 2 to 4-in.....	10.00	
<i>Juniperus virginiana</i> , 1-yr. sdg., 2 to 4-in.....	5.00	40.00
<i>Picea excelsa</i> , 2-yr. sdg., 3 to 6-in.....	5.00	45.00
<i>Picea pungens glauca</i> , 2-yr. sdg., 2 to 4-in.....	5.00	45.00
3-yr. sdg., 3 to 6-in.....	8.50	75.00
4 to 8-in. transplants.....	12.00	100.00
* <i>Pinus aristata</i> , 2-yr. sdg., 2 to 4-in.....	4.00	35.00
* <i>Pinus aristata</i> , 4-yr. sdg., 4 to 6-in.....	7.50	60.00
<i>Pinus mugo mughus</i> (True dwarf Tyrolean), 2-yr. sdg., 2 to 4-in.....	5.00	45.00
<i>Pinus mugo muggus</i> , 3-yr. sdg., 3 to 6-in.....	7.50	65.00
<i>Pinus nigra</i> (Austrian), 2-yr. sdg., 3 to 6-in.....	5.00	45.00
<i>Pinus sylvestris</i> , 2-yr. sdg., 3 to 6-in.....	4.00	35.00
<i>Pinus sylvestris</i> , 3-yr. sdg., 6 to 10-in.....	6.00	50.00
<i>Pseudotsuga taxifolia glauca</i> , 3-yr. sdg., 4 to 8-in.....	6.00	50.00
<i>Sorbus aucuparia</i> , 1-yr. sdg., 6 to 12-in.....	7.50	
<i>Syringa vulgaris</i> , 2-yr. sdg., 4 to 8-in.....	5.00	45.00
<i>Thuja occidentalis</i> , 2-yr. sdg., 2 to 4-in.....	3.00	25.00
<i>Thuja occidentalis</i> , 10 to 15-in. transplants.....	12.00	100.00
<i>Taxus cuspidata capitata</i> , 2-yr. sdg., 3 to 6-in.....	12.00	100.00
<i>Tsuga canadensis</i> , 3-yr. sdg., 8 to 12-in.....	10.00	85.00
<i>Tsuga canadensis</i> , 6 to 8-in. transplants.....	15.00	125.00
<i>Viburnum lantana</i> , 2-yr. sdg., 3 to 6-in.....	5.00	45.00
<i>Viburnum wrightii</i> , 1-yr. sdg., 4 to 8-in.....	10.00	

\*Five needle Pines cannot be shipped in the following states:  
Arizona, California, Colorado, Georgia, Kentucky, New Mexico, Nevada, South Carolina, Tennessee and Utah.

## Well-established cuttings from 2½-in. pots

	Per 10	Per 100
<i>Chamaecyparis cyano viridis</i> .....	\$2.25	\$17.50
<i>Chamaecyparis plumosa aurea Gold Dust</i> .....	2.25	17.50
<i>Euonymus carrierei</i> .....	2.25	17.50
<i>Euonymus vegetus</i> .....	2.25	17.50
<i>Hex crenata bullata</i> .....	2.25	17.50
<i>Hex crenata microphylla</i> .....	2.25	17.50
<i>Hex crenata rotundifolia</i> .....	2.25	17.50
<i>Hex glabra</i> .....	2.25	17.50
<i>Juniperus glauca Hetzi</i> .....	2.25	17.50
<i>Juniperus horizontalis Bar Harbor</i> .....	2.25	17.50
<i>Juniperus horizontalis glauca wiltoni</i> .....	2.25	22.50
<i>Juniperus pfitzeriana compacta</i> .....	2.25	22.50
<i>Juniperus suecica</i> .....	2.25	17.50
<i>Juniperus suecica marna</i> .....	2.25	17.50
<i>Taxus baccata repandens</i> (Spring, 1953, only).....	2.25	17.50
<i>Taxus cuspidata capitata</i> .....	2.25	22.50
<i>Taxus cuspidata densiformis</i> .....	2.25	17.50
<i>Taxus cuspidata F. &amp; F. compacta</i> .....	2.25	17.50
<i>Taxus media brownii</i> .....	2.25	17.50
<i>Taxus media cliffordii</i> .....	2.25	17.50
<i>Taxus media halloranii</i> .....	2.25	17.50
<i>Taxus media hicklissii</i> .....	2.25	17.50
<i>Taxus media Moon's columbaria</i> .....	2.25	17.50
<i>Taxus media Vermeulenii</i> .....	2.25	17.50
<i>Thuja occidentalis pyramidalis</i> .....	2.25	17.50

French Hybrid Lilac, 1-year field-grown grafts in the following varieties:

Charles X

Le Gaulois

Rubra de Marley

Marie Legraye

Prices are F.O.B. Mountain View, N. J.; packing additional at cost. Usual terms to those of established credit. No goods sent C.O.D., unless 25 per cent of amount is sent with order. All material is listed subject to prior sales and crop conditions.

## HESS' NURSERIES, MOUNTAIN VIEW, N. J.

### NURSERYMAN FINDS BONES

William Bozinos, of the Bozinos Nursery, Pekin, Ill., has in recent months found remnants of early settlers in the Pekin area while digging in his nursery plot.

During the spring digging season, Mr. Bozinos unearthed what finally was determined to have been an old wine cellar. Later in the summer he came upon an area, approximately five feet deep, which contained a considerable number of dirt-incrusted bones, apparently human remains. Although the hole was recovered by dirt during a rainstorm, Mr. Bozinos plans further work to solve the origins of these archaeological findings.

CONARD - PYLE CO., West Grove, Pa., honored presidential candidate Dwight D. Eisenhower with the presentation of a new red rose variety, the General Eisenhower rose, at a recent Philadelphia, Pa., ceremony.

BECAUSE of postal regulations the address of the Tallmadge Nursery Co. has been changed from 1300 Eastland avenue, Akron, O., to 390 South West avenue, Tallmadge, O.

### This list is taken from our Fall Trade List

## LINERS

	Per 100	Per 1000
<i>Azalea Gables</i> , 13 varieties, TT.....	\$30.00	
<i>Azalea kaempferi</i> , 8 varieties, TT.....	30.00	
<i>Azalea mollis</i> , TT, 4 to 8 ins.....	22.50	\$185.00
<i>Azalea mollis</i> , TT, 8 to 12 ins.....	30.00	250.00
<i>Berberis thunbergii atropurpurea</i> , 2-yr. S, 12 to 18 ins.....	8.50	75.00
<i>Forsythia spectabilis</i> , R.C., 12 to 18 ins.....	5.50	45.00
<i>Hypericum aureum</i> , 2-yr. S, 8 to 15 ins.....	5.00	40.00
<i>Juniperus glauca Hetzi</i> , 2-yr. T, 10 to 15 ins.....	33.00	300.00
<i>Philadelphus virginialis</i> , R.C., 8 to 12 ins.....	8.00	70.00
<i>Philadelphus virginialis</i> , R.C., 12 to 18 ins.....	10.00	85.00
<i>Taxus cuspidata</i> , spreading, 2-yr. T, 8 to 12 ins.....	35.00	300.00

## B & B STOCK

	Per 10	Per 100
<i>Juniperus excelsa stricta</i> , 18 to 24 ins.....	\$22.50	\$190.00
<i>Juniperus excelsa stricta</i> , 2 to 2½ ft.....	29.00	250.00
<i>Juniperus glauca Hetzi</i> , 18 to 24 ins.....	28.50	250.00
<i>Juniperus glauca Hetzi</i> , staked, 3 to 4 ft.....	37.50	325.00
<i>Juniperus glauca Hetzi</i> , staked, 4 to 5 ft.....	47.50	425.00
<i>Taxus cuspidata</i> , spreading, 15 to 18 ins.....	31.50	275.00
<i>Taxus cuspidata</i> , spreading, 18 to 24 ins.....	40.00	350.00
<i>Thuja occidentalis Hetz's Winter Green</i> , 2½ to 3 ft.....	23.50	210.00
<i>Thuja occidentalis Hetz's Winter Green</i> , 3 to 4 ft.....	28.50	250.00
Rhododendron—Named Hybrids, 6000 available		
Azalea—Named Hybrids, 5000 available		
Many other desirable items.		

## FAIRVIEW EVERGREEN NURSERIES FAIRVIEW, ERIE COUNTY, PA.

## NEPCO LAKE QUALITY

2-Yr. SEEDLINGS

### AUSTRIAN PINE

4 to 6 ins.

(*Pinus nigra austriaca*)

\$35.00 per 1000

### SCOTCH PINE

4 to 6 ins.

(*Pinus silvestris*, var. *rigensis*)

\$30.00 per 1000

### SCOTCH PINE

6 to 8 ins.

(*Pinus silvestris*)

\$40.00 per 1000

Write for complete price lists

## NEPCO LAKE NURSERY

PORT EDWARDS, WIS.

Member A. A. N.

## LAKE'S SHENANDOAH NURSERIES

Shenandoah, Iowa

*Wholesale growers of  
a fine assortment of  
GENERAL NURSERY STOCK*

Your inquiries will be appreciated.

## WELLER'S PERENNIALS

With That Wonderful Root System  
Headquarters for

**HARDY MUMS AND PHLOX.**

Ack for our Perennial Catalog.

## WELLER NURSERIES CO., Inc.

Leading Perennial Growers

HOLLAND, MICH.

## BURTON'S

HEADQUARTERS FOR  
EVERGREEN GRAFTS, TRANSPLANTED  
EVERGREENS, SHRUB LINERS,  
RARE ITEMS YOU DO NOT FIND IN MOST LISTS!  
*Write!*  
HILLTOP NURSERIES  
CASSTOWN, OHIO

## Coming Events

### MEETING CALENDAR

For the benefit of state association officers who wish to set the time of midwinter meetings with a minimum of conflict, the following list is given of convention dates already made known. Secretaries of other associations are invited to notify the editor of further meeting dates as soon as they are set.

October 3 to 5, Texas Rose Festival, Tyler, Tex.

October 4 to 7, trade meet for Florida nurserymen, Winter Haven, Fla.

November 13 and 14, meeting of the Holly Society of America, Morris Arboretum, Philadelphia, Pa.

January 12 to 15, annual meeting of the Illinois State Nurserymen's Association, La Salle hotel, Chicago.

January 20 to 23, winter meeting of the Indiana Association of Nurserymen, Purdue University, Lafayette, Ind.

January 27 and 28, short course for nurserymen given by the Connecticut Nurserymen's Association at the University of Connecticut, Storrs, Conn.

### CONNECTICUT COURSE

Plant propagation will receive the major attention of Connecticut nurserymen at the short course to be given January 27 and 28 at the University of Connecticut, Storrs, through the cooperation of the university's plant science department and the Connecticut Nurserymen's Association. The short course will be the first of its kind held in the state.

The principal speakers will be John Creech, superintendent of the United States Department of Agriculture plant introduction garden, Glenn Dale, Md.; Martin Van Hoff, Rhode Island Nurseries, Newport, R. I., and Dr. Donald Wyman, Arnold Arboretum, Jamaica Plain, Mass., who will show slides of plants and gardens taken on a recent trip to England.

### NEW ENGLAND SHOW

The 1953 New England spring flower show, sponsored by the Massachusetts Horticultural Society, will be held in Mechanics building, Boston, March 15 through 21. The theme of this 82nd annual spring exhibition will be "Golden Gardens."

In contrast to the shows of previous years, when naturalistic gardens were predominant, formal and informal gardens with yellow flowers in great abundance will sound the keynote of welcome to another spring. Garden enthusiasts are

Norway Maples (8 to 10 ft., 11/4 to 11/2-in. C.) and Schwedler Maples (8 to 10 ft.). Complete line of shade trees. Japanese Yews—Upright, Spreaders (liners to landscape specimens). Blue Spruce (select specimens).

We are changing our emphasis from retail to wholesale. Send for complete wholesale list.

## WHITE ELM NURSERY CO.

HARTLAND, WIS.

Phone 535

## HARDY PLANTS Bulbs and Shrubs

"America's Finest"

Write for Trade List

*Springbrook Gardens*

MENTOR, OHIO

## WANTED

We have purchased Fagan's Nursery No. 2 at Lombard, Ill. Kindly put us on your mailing list, and send your surplus lists.

We are offering for sale to the trade specimen evergreens, including Yews, and some large shade trees, 2 to 4 ins.

## BRUSS & CO., INC.

1040 W. Roosevelt Rd.

LOMBARD, ILL.

(23 miles west of Chicago, Rt. 30A)

## SEND YOUR SURPLUS LIST OF

Evergreens • Shrubs • Shade Trees  
Flowering Trees • Fruit Trees  
to:

**THE PONTIAC NURSERY CO.**

ROMEO, MICHIGAN



Wholesale growers of the best

Ornamental Evergreens  
Deciduous Trees  
Shrubs and Roses

Write for our current trade list.

**THE KALLAY BROTHERS CO.**  
Painesville, Ohio

Cash in on the \$75,000 Holland Bulbs Photo Contest

# Sell IMPORTED HOLLAND BULBS

## SPECIAL COLLECTION FOR COUNTER SALES

No need to send your customers to chain, department or seed stores when you can compete profitably with them!

Prepacked in Holland, these Special Collections for Counter Sales have proven themselves so popular, and our volume in them has increased so greatly that we offer them this year at NO INCREASE IN PRICE—in spite of the fact that prices in Holland have increased on practically all items. Colored pictures of all items, streamers, display cards and planting instructions included free of charge with each collection.

### Each Collection contains 1650 bulbs, as follows:

1000 TULIPS First Size 11 to 12 Centimeters	{ 100 Allbright, bright red. 100 Blue Parrot, violet-blue. 100 Campfire, blood-red. 100 Carrara, pure white.	100 Cordell Hull, red and white.	100 Golden Harvest, clear yellow.
SUGGESTED RETAIL: 7c each	100 Dillenberg, salmon-orange. 100 Fantasy Parrot, pink and green.	100 Philip Snowden, rose-pink.	100 Queen of Night, deep maroon.
100 HYACINTHS 15 to 16 Centimeters	{ 30 Blue Hyacinths 30 Pink Hyacinths 40 White Hyacinths	{ SUGGESTED RETAIL: 15c each	{ RETAIL: 3c each
250 CROCUSES—Mixed colors, 7 to 8 centimeters.			RETAIL: 2c each
250 MUSCARI—Grape Hyacinth, 7 to 8 centimeters.			RETAIL: 15c each
50 DAFFODILS—King Alfred (yellow trumpet), D.N. No. 2.			

TOTAL SUGGESTED RETAIL SELLING PRICE: \$105.00

YOUR COST: \$49.50 per collection (1650 bulbs)



### BULK BULBS

Send for your free copy of our complete listing of Holland bulbs. Over 200 varieties available.

TERMS: 2 per cent allowed for cash with order; or net 30 days if credit is established. F.O.B. Farmington.

**GROWERS EXCHANGE, Inc.**

P. O. Box 397

Farmington, Michigan

Phone: Farmington 1890

promised a treat when they view the acres of gardens and flowers that will adorn the Mechanics building.

### INTERNATIONAL SHOW

The 37th international flower show, held each year at New York city, is scheduled to run from March 8 to 14, according to the advance notice released recently. As was the case this year, the show will open on Sunday, an innovation that proved popular with many visitors. Further details on commercial space for displays can be obtained by writing the secretary, Clifford Lowther, at the show's headquarters in the Essex House, New York.

JULIUS ROEHR'S CO., Walling-ton, N. J., recently filed a tax appeal to have its assessed personal valuation reduced from \$52,000 to \$8,950 on the ground that an assessment levied on growing crops, trees, shrubs or vines, which made up the major part of the valuation, is contrary to state law.

DR. MARVIN H. FERGUSON, an authority on turf establishment and maintenance, recently joined the staff of the department of agronomy, Texas A. and M. College, College Station, Tex.

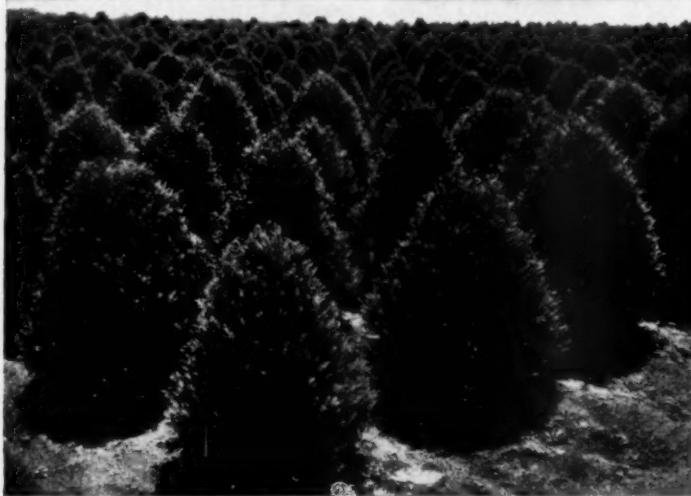
# ANNOUNCING A NEW POLICY *On Convention Exhibits*

### LINING-OUT STOCK—FINISHED NURSERY STOCK NURSERY SUPPLIES—TOOLS AND MACHINERY

For a number of years this Association has been handicapped in its convention exhibits by regulations which prevented the exhibiting of nursery stock. We are glad to announce that these regulations have been relaxed to a considerable extent and that during our 37th Annual Convention, which will be held at the La Salle Hotel at Chicago, January 12 to 15, 1953, we will be able to offer facilities for the exhibit of lining-out stock and the smaller grades of finished material.

For complete information, write to Miles W. Bryant, Secretary, 1115 South Main Street, Princeton, Ill.

**ILLINOIS STATE NURSERYMEN'S ASSOCIATION**



*Taxus Capitata* 30 to 36 ins. and  
36 to 42 ins. planted in 3-ft. rows  
and sheared a week ago. Tops will  
form a little more to a point by fall.

## GARDNER'S NURSERIES, INC.

June 1, 1952

### WHOLESALE PRICE LIST

(Prices subject to change without notice)

This list cancels all previous quotations.

#### TSUGA CANADENSIS SPECIMENS

(CANADIAN HEMLOCK)	10 rate	100 rate
2 to 3 ft.....B & B.....	\$ 5.10	\$ 5.00
3 to 4 ft.....B & B.....	6.10	6.00
4 to 5 ft.....B & B.....	8.10	8.00
5 to 5½ ft.....B & B.....	12.10	12.00
5½ to 6 ft.....B & B.....	15.10	15.00

#### JUN. CHINENSIS PFITZERIANA

(PFITZER JUNIPER)		
18 to 24 ins.....B & B.....	3.60	3.50
24 to 30 ins.....B & B.....	4.10	4.00

#### JUN. EXCELSA STRICTA

(GREEK JUNIPER)		
18 to 24 ins.....B & B.....	2.10	2.00
24 to 30 ins.....B & B.....	2.60	2.50

#### MEYER'S JUNIPER

18 to 24 ins.....B & B.....	3.60	3.50

#### THUJA OCCIDENTALIS PYRAMIDALIS

(PYRAMID ARBORVITAE)	10 rate	100 rate
2 to 3 ft.....B & B.....	\$ 2.10	\$ 2.00
3 to 4 ft.....B & B.....	2.60	2.50

#### THUJA, BLACK AMERICAN

2 to 3 ft.....B & B.....	2.10	2.00
3 to 4 ft.....B & B.....	2.60	2.50

#### THUJA OCCIDENTALIS (AMERICAN ARB.)

2 to 3 ft.....B & B.....	2.10	2.00
3 to 4 ft.....B & B.....	2.60	2.50
4 to 5 ft.....B & B.....	3.60	3.50
5 to 6 ft.....B & B.....	5.10	5.00

#### THUJA OCCIDENTALIS GLOBOSA

(GLOBE ARBORVITAE)		
15 to 18 ins.....B & B.....	2.10	2.00
18 to 24 ins.....B & B.....	2.60	2.50
24 to 30 ins.....B & B.....	3.10	3.00

Thuja Nigra — Black American  
Arborvitae 2 to 3 ft.





**Tsuga Canadensis 4 to 5 ft.,  
5 to 5½ ft. and 5½ to 6 ft. Large  
quantities available. Also 2 to 3 ft.  
and 3 to 4 ft. in same quality stock.**

**Price List Continued:**

**TAXUS CUSPIDATA CAPITATA  
(UPRIGHT YEW)**

		10 rate	100 rate
24 to 30 ins.....	B & B.....	\$ 5.10	\$ 5.00
30 to 36 ins.....	B & B.....	6.10	6.00
36 to 42 ins.....	B & B.....	7.10	7.00
42 to 48 ins.....	B & B.....	10.10	10.00
48 to 54 ins.....	B & B.....	15.10	15.00

**TAXUS CUSPIDATA (SPREADING YEW)**

		10 rate	100 rate
18 to 24 ins.....	B & B.....	4.10	4.00
24 to 30 ins.....	B & B.....	5.10	5.00

**RETINISPORA PLUMOSA (PLUMOSA)**

		10 rate	100 rate
18 to 24 ins.....	B & B.....	2.10	2.00
24 to 30 ins.....	B & B.....	2.60	2.50

**RHODODENDRON MAXIMUM**

		10 rate	100 rate
15 to 18 ins.....	B & B.....	2.60	2.50
18 to 24 ins.....	B & B.....	3.60	3.50

**CORNUS FLORIDA (WHITE DOGWOOD)**

		10 rate	100 rate
4 to 5 ft.....	B & B.....	\$ 4.10	\$ 4.00
5 to 6 ft.....	B & B.....	6.10	6.00

**ANDROMEDA JAPONICA**

15 to 18 ins.....	B & B.....	2.60	2.50
18 to 24 ins.....	B & B.....	3.10	3.00
24 to 30 ins.....	B & B.....	4.10	4.00

**WEEPING WILLOW**

5 to 6 ft.....	B & B.....	4.10	4.00
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**BLUEBERRY**

Cabot. 2 to 3 ft.....		2.10	2.00
Rubel. 2 to 3 ft.....		2.10	2.00

All Evergreens B & B at List Prices

**NO BOXING**

DELIVERIES full truckload and carload only—or call for your own stock.

## **NOTICE! SPECIAL DISCOUNTS**

A 2% cash discount will be allowed on orders up to \$1500.00.

A maximum of 5% cash discount will be allowed on orders amounting to \$1500.00 or over.

A maximum of 10% cash discount will be allowed on orders amounting to \$2500.00 or more.

These discounts will apply on all orders booked for Fall up until Dec. 31, 1952, and Spring, 1953, up until June 1.

No combination of Fall and Spring deliveries.

# **GARDNER'S NURSERIES, INC. ROCKY HILL, CONN.**

**Tel. Htfd. 9-2373**

**MEMBERS OF AMERICAN, NEW ENGLAND AND CONNECTICUT ASSOCIATIONS OF NURSERYMEN**

Our nurseries are located in Rocky Hill and Cromwell, on the State Highway between Hartford and Middletown. See signs. 300 acres of choice young tree and hedge plants that have been properly root-pruned and sheared.

You are cordially invited to visit us at all times.

## NORTHERN-GROWN STOCK

	Per	Per
American Arborvitae.	100	1000
12 to 15 ins.	\$15.00	\$140.00
10 to 12 ins.	12.00	110.00
8 to 10 ins.	8.00	75.00
Black Hills Spruce.		
8 to 10 ins.	15.00	140.00
6 to 8 ins.	12.00	110.00
4 to 6 ins.	8.00	75.00
Colo. Blue Spruce.		
8 to 10 ins.	18.00	160.00
6 to 8 ins.	15.00	130.00
4 to 6 ins.	12.00	100.00
Norway Spruce, Graded		
3/16-in. for understocks.		
10 to 12 ins.	10.00	80.00
8 to 10 ins.	8.00	75.00
6 to 8 ins.	6.00	55.00
3-yr. Seedlings		
Black Hills Spruce.		
8 to 10 ins.	6.00	50.00
6 to 8 ins.	4.50	40.00
4 to 6 ins.	3.50	30.00
Scotch Pine (Riga).		
6 to 8 ins.	3.50	30.00
4 to 6 ins.	3.00	25.00
2-yr. Seedlings		
Mugho Pine (Tyrolian).		
2 to 4 ins.	4.00	35.00
Black Hills Spruce.		
2 to 4 ins.	3.00	25.00
Colo. Blue Spruce.		
2 to 4 ins.	3.00	25.00
Black Spruce.		
2 to 5 ins.	3.00	25.00
Norway Spruce.		
2 to 4 ins.	2.50	20.00
Scotch Pine (Riga).		
2 to 4 ins.	2.50	18.00
Juniperus Scopulorum.		
8 to 10 ins.	4.00	35.00
6 to 8 ins.	3.00	30.00
Red Cedar, Platte River.		
8 to 10 ins.	3.00	25.00
6 to 8 ins.	2.50	18.00

Write for prices on lots of 25,000 to 100,000 Platte River Cedar, 5000 and 10,000 other stock.

Satisfaction Guaranteed.

**J. R. PALMER & SON**  
BLACKDUCK, MINN.

## COTONEASTERS

### Divaricata and Zabeli.

Potted stock, 1 and 2-yr. transplants.

Cotoneaster divaricata.	Per 100
2-yr., 2 1/4-in. pots, 6 to 8 ins.	\$17.50
2-yr., 2 1/4-in. pots, 8 to 10 ins.	22.50
1-yr., trans., 10 to 12 ins., bare	25.00
1-yr., trans., 12 to 15 ins., bare	27.50
1-yr., trans., 15 to 18 ins., bare	35.00
Landscape Planting Size.	
3-yr., trans., 18 to 24 ins., B&B,	
<b>\$2.00</b> each.	
3-yr., trans., 24 to 30 ins., B&B,	
<b>\$2.50</b> each.	

### Cotoneaster Zabeli.

2-yr., 2 1/4-in. pots, 8 to 10 ins.	<b>22.50</b>
2-yr., 2 1/4-in. pots, 10 to 12 ins.	<b>25.00</b>
1-yr., trans., 12 to 15 ins., bare	<b>27.50</b>
1-yr., trans., 15 to 18 ins., bare	<b>30.00</b>

Order now for Fall, 1952, delivery, or reserve for Spring, 1953, shipment.

**FLORAL GARDENS**  
EATON, OHIO.

## COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade  
Trees, Roses and Lining-out Stock.

Write for complete list.

**ONARGA NURSERY CO.**  
ONARGA, ILL.

## Plant Patents

The following plant patents were issued recently, according to Rummel, Rummel & Snow, Chicago patent lawyers:

No. 1122. Rose plant. Josephine D. Brownell, Little Compton, R. I. A new and distinct variety of wichuraiana hybrid tea rose plant, characterized by particolored red and yellow petals, the colors being brilliant and long-lasting.

No. 1123. Rose plant. Milton L. Whisler, Van Nuys, Calif., assignor to Germain's, Inc., Van Nuys, Calif. A new and distinct variety of rose plant of the climbing hybrid tea class, characterized by being substantially identical with its parent, San Fernando (plant patent 785), but distinguished therefrom by its climbing habit of growth and first year blooming.

No. 1124. Rose plant. Josephine D. Brownell, Little Compton, R. I. A rose plant variety characterized by its unique color, form, arrangement, bloom cluster, habit of growth and resistance to moderate sub-zero temperatures and black spot.

No. 1125. Shasta daisy plant. Francis G. Read, Deepham, Wymondham, Norfolk, England, assignor to Jackson & Perkins Co., Newark, N. Y. A new and distinct variety of Shasta daisy plant of the large anemone-flowered type of Chrysanthemum maximum, characterized as to novelty by its superior productivity of salable, long-stemmed cut flowers; by the longer-lasting quality of its white flowers, both as cut flowers and on the plant; by its thick, leathery, large foliage, and by its taller and later-blooming habit of growth.

No. 1126. Rose plant. Clarence M. Amling and Gabriel Beltran, Santa Ana, Calif., assignors to Clarence Amling Roses, Inc., Santa Ana, Calif. A new and distinct variety of polyantha rose plant similar in many respects to its parent, but characterized as to novelty particularly by its vigorous and abundant growth; its prolific and continuous blooming habit; its relatively larger and longer buds, and larger flowers of rose pink.

No. 1127. Peach tree. Thomas B. Stribling, Jr., Merced, Calif. A new and distinct variety of peach tree bearing yellow-fleshed freestone fruit, which ripens with Florence, between the Mayflower and the Alexander, approximately 18 days earlier than Red Haven and approximately 35 days earlier than the July Elberta, being yellow in undercolor and almost wholly overspread with reddish-maroon, with dark mottling thereon; being rounder and of more spherical shape than the Red Haven and July Elberta, and having a relatively small pit and acid flavor. The tree is a vigorous grower, is a consistent bearer and sets a good crop in mild winters.

### WHAT CUSTOMERS LIKE

Howard Willoughby, executive vice-president of Sunset Magazine, in an address at the refresher course for nurserymen, held in June at San Luis Obispo, Calif., gave listeners

	Each
Juniperus Phoenicea	\$2.50
15 to 18 ins.	3.25
18 to 24 ins.	3.75
24 to 30 ins.	4.50
30 to 36 ins.	

Juniperus Glauca Hetzi	2.25
15 to 18 ins.	2.75
18 to 24 ins.	3.50

Juniperus Virens	2.25
15 to 18 ins.	2.75
18 to 24 ins.	4.25

Juniperus Virginiana Canarii	3.00
3 ft.	4.00

Juniper, Irish	3.50
30 to 36 ins.	3.00
3 to 4 ft.	3.50

Pyramidal Arborvitae	2.50
3 to 4 ft.	3.00

Magnolia Soulangiana	3.00
2 to 3 ft.	4.25
3 to 4 ft.	5.50

Taxus Hicksi	3.00
15 to 18 ins.	3.75
18 to 24 ins.	4.50

Taxus Cupressata	3.00
15 to 18 ins.	3.75
18 to 24 ins.	4.50

Taxus Brownii	3.25
18 to 24 ins.	4.00

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4 to 5 ft. Heavy, \$3.50 ea.

Truckloads and Carlots

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Irish Juniper	Per 100
18 to 24 ins.	\$125.00
24 to 30 ins.	175.00
30 to 36 ins.	225.00
Red Cedar	
18 to 24 ins.	150.00
Blue Pfitzer	
15 to 18 ins.	250.00
18 to 24 ins.	325.00

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NEW AUGUSTA, IND.

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Order early while all grades are available.  
Ornamental and shade tree seedlings.

	Per 100	Per 1000		Per 100	Per 1000
<b>ASH, green.</b>			<b>HONEY LOCUST, thornless.</b>		
6 to 12 ins.....	\$1.20	\$10.00	6 to 12 ins.....	\$1.70	\$14.00
12 to 18 ins.....	1.80	15.00	12 to 18 ins.....	2.20	20.00
18 to 24 ins.....	2.50	22.00	18 to 24 ins.....	3.30	30.00
2 to 3 ft.....	3.50	30.00	<b>MAPLE, silver-leaved.</b>		
<b>CATALPA speciosa.</b>			6 to 12 ins.....	1.60	14.00
6 to 12 ins.....	1.20	10.00	12 to 18 ins.....	2.20	20.00
12 to 18 ins.....	1.70	14.00	18 to 24 ins.....	3.50	30.00
18 to 24 ins.....	2.40	20.00	<b>MULBERRY, Russian.</b>		
<b>ELM, American.</b>			6 to 12 ins.....	1.20	10.00
6 to 12 ins.....	1.00	8.00	12 to 18 ins.....	1.90	16.00
12 to 18 ins.....	1.70	14.00	18 to 24 ins.....	2.90	25.00
18 to 24 ins.....	2.10	18.00	<b>OAK, pin.</b>		
2 to 3 ft.....	2.90	25.00	6 to 9 ins.....	5.00	45.00
<b>ELM, Chinese.</b>			9 to 12 ins.....	6.00	55.00
6 to 12 ins.....	1.20	10.00	<b>OSAGE ORANGE.</b>		
12 to 18 ins.....	2.00	18.00	6 to 12 ins.....	1.00	8.00
18 to 24 ins.....	2.80	25.00	12 to 18 ins.....	1.50	12.00
2 to 3 ft.....	4.00	35.00	18 to 24 ins.....	2.00	16.00
<b>KENTUCKY COFFEE TREE.</b>			<b>PRUNUS besseyi.</b>		
6 to 12 ins.....	12.50	100.00	6 to 12 ins.....	3.50	30.00
12 to 18 ins.....	15.00	125.00	12 to 18 ins.....	4.80	40.00
18 to 24 ins.....	20.00	175.00	18 to 24 ins.....	6.50	55.00
<b>HACKBERRY.</b>			<b>PRUNUS tomentosa.</b>		
6 to 12 ins.....	1.80	15.00	6 to 12 ins.....	5.50	50.00
12 to 18 ins.....	2.80	25.00	<b>RUSSIAN OLIVE.</b>		
18 to 24 ins.....	4.50	40.00	6 to 12 ins.....	2.20	20.00
<b>LOCUST, black.</b>			12 to 18 ins.....	3.30	30.00
12 to 18 ins.....	1.70	14.00	18 to 24 ins.....	5.00	45.00
18 to 24 ins.....	2.20	20.00	<b>WALNUT, black.</b>		
2 to 3 ft.....	3.00	28.00	12 to 18 ins.....	3.50	30.00
			18 to 24 ins.....	4.50	40.00

J. H. SKINNER & CO. NURSERY Route 6, TOPEKA, KAN.

nine reasons why customers like to trade at particular stores. The things a customer likes, according to Mr. Willoughby, are the following:

1. He likes to receive immediate attention. Even though he is forced to wait, he likes to have someone greet him or tell him the salesman will be "with you in a minute," in a pleasing way, with a smile, and by name, if possible.

2. He likes to feel that his patronage is valued.

3. He likes salesmen who attend to business and do not make him wait while they have a chat.

4. He likes to obtain what he wants promptly and efficiently.

5. He likes salesmen who are thoughtful and save his steps and bother by suggesting things that the customer might need, but has not thought about.

6. He likes prices that are fair and is willing to pay higher prices if he knows what he is paying for.

7. He likes stores that make few mistakes and then rectify those that they do make quickly and courteously.

8. He likes to be billed promptly.

9. He likes to be treated in a friendly fashion at all times regardless of complaints.

## FRUIT TREE SEEDLINGS

Per 100 Per 1000  
**APPLE SEEDLINGS (Heavy grade).**

1/4-in. and up, branched.	\$4.00	\$35.00
No. 1, straight, 3/16 to 5/16 in.	3.50	30.00
Special grade, straight collar, short roots, 3/16 in. and up. (These are ideal for whole root grafting)	2.60	22.00
No. 2, straight, 2/16 to 3/16 in.	2.60	22.00
No. 3, about 2/16 in. and up	1.90	16.00
Row-run grade, 5/32 in. and up	2.50	21.00

**PLUM SEEDLINGS (Prunus americana).**

Per 100	Per 1000	
1/4 in. and up.....	\$4.50	\$40.00
No. 1, 3/16 to 5/16 in....	4.00	35.00
No. 2, 2/16 to 3/16 in....	2.80	24.00
No. 3, about 2/16 in....	2.10	18.00

**MAHALEB SEEDLINGS.**

Per 100	Per 1000	
1/4 in. and up.....	\$3.70	\$32.00
No. 1, 3/16 to 1/4 in....	3.50	30.00
No. 2, 2/16 to 3/16 in....	2.80	24.00
No. 3, about 2/16 in....	2.00	17.00

## AMERICAN WHITE BIRCH SEEDLINGS (*Betula populifolia*)

	Per 100	Per 1000
2-yr., 12 to 18 ins.....	\$ 6.00	\$ 50.00
2-yr., 18 to 24 ins.....	7.50	65.00
2-yr., 2 to 3 ft.....	10.00	90.00
2-yr., 3 to 4 ft.....	15.00	135.00

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Wholesale Grower  
COWEN, WEST VIRGINIA

*Trade list mailed on request.*



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Write for Price List.

Box 457, LAKE CITY, MINN.

### MANURE SUBSTITUTES

Nurserymen who are concerned by the depletion of organic matter in intensively cultivated soils and are interested in the value of manure substitutes in restoring organic matter to these soils would find suggestive a series of experiments recently completed by H. G. M. Jacobson, of the Connecticut agricultural experiment station, New Haven, presented in bulletin 560. Although directly concerned with the effects of different manure substitutes in commercial vegetable farming, the bulletin offers statistical evidence that certain of these substitute materials increased the organic matter content of the soils and compares the degree of success attained by each.

Research in this field was inspired by studies made a few years ago on the important soil types of Connecticut which showed that, largely due to the disappearance of the horse from the farm scene, the soils had become almost completely dependent on commercial fertilizers and winter cover crops. It was found that this treatment on fields which were cropped to vegetables year after year was not maintaining the organic matter supply.

In an attempt to find substitutes for stable manure, various materials were tried by experiment station scientists. In addition to dried cow manure and peat moss, dried sheep manure and ground tobacco stems were tested. The crops used were sweet corn, carrots and cabbage. All test plots received the usual amounts of commercial fertilizers, in addition to the manure substitutes, and were compared with plots receiving commercial fertilizer alone. The experiment was run continuously for nine years.

With the sole exception of the carrot crop which had been mixed with ground tobacco stems, the addition of the organic materials increased yields. Dried cow manure gave the most striking gains, increasing yields by as much as 40 per cent, with peat

## HYBRID LILACS

After several years of short supplies, we are again offering a very good list of lilacs in a wide assortment of varieties in sizes from 18 ins. to 4 ft.

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ORNAMENTAL TREES  
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**Complete Selection  
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## NORWAY SPRUCE FOR UNDERSTOCK

4-yr.,  $\frac{3}{16}$  to  $\frac{1}{4}$ -in. Transplants

Per 100 ..... \$10.00

Per 1000 ..... 80.00

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## OCTOBER SPECIALS

	Per 1000
9 to 12 ins. ....	\$ 80.00
12 to 15 ins. ....	95.00
15 to 18 ins. ....	130.00
Cotoneaster Acutifolia	
18 to 24 ins., tlp. ....	250.00
2 to 3 ft., tlp. ....	380.00
Philadelphia Virginialis	
2 to 3 ft., tlp. ....	380.00

Send for our Peony List.

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Evergreen Liners  
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Write for quantity lot prices stating varieties and approximate quantities wanted.

### FRUITS

#### RASPBERRY PLANTS

Black—Purple—Red

#### BLACKBERRY PLANTS

1-yr. and 2-yr. old

#### CURRENTS—GOOSEBERRIES

#### GRAPES—BOYSENBERRIES

#### BLEUBERRIES—ELDERBERRIES

#### APPLE TREES

(in variety),  
2-yr., 11/16 in., 5 to 6 ft.

#### PEACH TREES

(in variety),  
1-yr., 9/16 in., 4 to 5 ft.

*Send for Complete Trade List and Prices of Fruits, Ornamental Shrubs, Vines, Evergreens, Special Mail-order Items and Lining-out Stock.*

### SHRUBS

Barberry, koreana, 2 to 3 ft.

Cornus mascula, 18 to 24 ins.

Forsythia, New Arnold Dwarf,  
18 to 24 ins.

Spring Glory, 2, 3, 4 ft.

Spectabilis, 2, 3, 4 ft.

Lonicera zabelii, 2, 3, 4 ft.

Ligustrum regelianum (True type from  
cuttings), 15, 18, 24, 30 ins.

Rhus cotinus, 12 to 18 ins.

Viburnum americana, 2, 3, 4 ft.

Viburnum tomentosa, 18 to 24 ins.

### MAIL-ORDER ITEMS

2-yr. bedded  
unless otherwise indicated

Barberry, koreana, 12 to 18 ins.

Biota orientalis, 12, 18, 24 ins.

Boxwood, df. dark green, 6 to 9 ins.

Euonymus alatus compactus, 6 to 12 ins.

Euonymus yedoensis, 10 to 15 ins.

Hamamelis vernalis, 10 to 15 ins.

Hedera helix (Evergreen Eng. Ivy),  
2-yr., 2 1/4-in. pots, 12 to 18-in. leads.

Kolkwitzia amabilis, 12, 18, 24 ins.

Juniperus hetzii (Hetz Blue J.),  
9 to 12 ins.

Juniperus pfitzeriana, 9 to 12 ins.

Ribes alpinum, 10 to 12 ins.

### EVERGREENS

All well-grown specimen plants,  
compact and good color.

Juniperus glauca hetzii (Blue),  
24, 30, 36 ins.

Juniperus chinensis pfitzeriana,  
24, 30, 36 ins.

Taxus in variety

(See our Trade List)

Thuja occ. nigra (Dark Green Ameri-  
can), 36, 42, 48 ins.

Thuja pyramidalis, 3 to 4 ft.

Thuja woodwardi (Globe),  
15, 18, 24 ins.

We can furnish the above in  
quantity lots. Send for prices.

**W. N. SCARFF'S SONS,      New Carlisle, Ohio**

moss a close second. The dried sheep manure was farther down on the list.

Measurements of organic matter taken at the beginning and at the end of the experiment showed that peat moss gave the greatest increase over the period, with dried cow manure second. Dried sheep manure, ground tobacco stems and the "control" plot, where only commercial fertilizer was used, all showed decreases in organic matter.

Bulletin 560, entitled "Substitutes for Stable Manure in Commercial Vegetable Farming," may be obtained upon request to the Connecticut agricultural experiment station, Box 1106, New Haven.

A GRANT of \$24,500 to cover a period of three years has been awarded the Connecticut agricultural experiment station, New Haven, by the National Science Foundation for basic research on the metabolism of the organic acids of leaves.

PETER B. BERLIN, graduate of the Truffaut of Versailles, renowned French landscape school, and a former Oregon nurseryman, recently joined the staff of the Christensen Nursery Co., Belmont, Calif.

### ATTENTION: LANDSCAPING AND SALESYARDS.

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### FOR NURSERIES:

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By Dr. Donald Wyman

Presents 745 recommended trees, giving botanical and common names, showing hardiness zones and maturity height. Describes desirable varieties. Discusses hardiness, bloom, ornamental fruit, foliage colors and trees for various purposes. Colored maps show hardiness zones. Secondary list of 1,500 species and varieties. 376 pages. (1951).

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## FINE SHRUBS FOR FALL PLANTING OR STORAGE

All transplanted—field-grown

Samples on request.

<b>Barberry, thunbergii,</b>	Per 10 Per 100
15 to 18 ins.....	\$2.00 \$18.00
18 to 24 ins.....	2.75 25.00
<b>Elder, Golden,</b> 3 to 5 ft.	6.00
<b>Elder, Red-berried,</b> 3 to 6 ft.	7.00
<b>Forsythia ovata,</b> 2 to 3 ft.	4.00 35.00
<b>Forsythia primulina,</b>	
2 to 3 ft.....	5.00 45.00
<b>Forsythia spectabilis,</b>	
2 to 3 ft.....	4.00 30.00
3 to 4 ft.....	5.00 35.00
<b>Honeysuckle, Morrow's,</b>	
18 to 24 ins.....	3.00 25.00
3 to 4 ft.....	4.00 35.00
<b>Honeysuckle bella albida</b>	
(Best White),	
2 to 3 ft.....	4.00 30.00
3 to 4 ft.....	5.00 35.00
<b>Honeysuckle zabelii,</b>	
2 to 3 ft.....	4.00 35.00
3 to 4 ft.....	5.00 40.00
<b>Hydrangea A.G.,</b> 2 to 3 ft.	4.00 35.00
<b>Philadelphus tenuifolius,</b>	
15 to 18 ins.....	4.00 35.00
<b>Philadelphus Bouquet Blanc,</b>	
18 to 24 ins.....	4.00 25.00
2 to 3 ft.....	5.00 30.00
<b>Philadelphus grandiflorus,</b>	
3 to 4 ft.....	5.00
<b>Physocarpus op. aureus,</b>	
3 to 4 ft.....	4.00 35.00
<b>Privet, Regel,</b>	
15 to 18 ins.....	2.50 22.50
18 to 24 ins.....	3.50 30.00
<b>Spiraea froebellii,</b> 15 to 18 ins.	2.50 22.50
<b>Spiraea thunbergii,</b>	
18 to 24 ins.....	3.50 30.00
<b>Spiraea thunbergii,</b>	
2 to 3 ft.....	4.00 35.00
<b>Spiraea trichocarpa,</b>	
2 to 3 ft.....	3.00 25.00
3 to 4 ft.....	4.00 30.00
<b>Viburnum opulus,</b>	
15 to 18 ins.....	4.00 30.00

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## CHINESE CHESTNUT TREES

Peter Lui strain

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AZALEAS - CAMELLIAS  
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Excellent low-growing, extremely early-flowering variety. Catkins are long and slightly curved around stem when fully developed. Ideal florists' variety.

\$1.00 each.

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PERRY, OHIO

## APHIS ON SPRUCE

Unsightly galls or enlargements on the growing twigs of Norway and other spruce trees come from the feeding of aphids, according to entomologists at the New York state experiment station, Geneva.

A similar insect known as the Sitka gall aphid attacks Colorado and Koster blue spruces and Sitka and Engelmann spruces, say the station specialists. This aphid also occurs on Douglas fir, but does not produce galls on that tree.

Summer treatments for these insects are ineffective, according to Dr. Foster L. Gambrell, station entomologist. Spraying must be done when the overwintering females are present on the bark and before the buds begin to show green in the spring, he said.

"A number of insecticides control the spruce gall aphid," continues Dr. Gambrell. "Liquid lime-sulphur at the rate of one part to 40 parts of water; nicotine sulphate at the rate of one pint to 100 gallons of water with two or three pounds of hydrated lime or soap, and some of the newer insecticides, such as benzene hexachloride, are effective. Benzene hexachloride, however, has a disagreeable odor."

The galls, sometimes known as "nuts" and "pineapple galls," are caused by the feeding of the aphid which hatch out from eggs laid by overwintering females on the trunk of the tree, he explained. The life history of the Sitka gall aphid is more complicated than that of the spruce gall aphid, but the control of both pests is essentially the same.

More detailed information on these pests of spruce trees is contained in circular 163, which may be obtained free of charge by writing to the experiment station.

## KRILIUM BOOKLET

A progress report summarizing various tests of Krilium soil conditioner in commercial agriculture was released recently by Monsanto Chemical Co.

The booklet, issued primarily for distribution at the Iowa state fair, held recently at Des Moines, Ia., describes the action of Krilium in increasing soil productivity. It explains the importance of good soil aeration and how Krilium, although not a fertilizer, can improve seedling growth by ridding the surface of the hard crust that forms after rainfall.

Experimental work being carried out at agricultural laboratories and experiment stations throughout the

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1, 2 and 3-yr.-old.

Evergreens

Broad-leaved Evergreens

Shade Trees

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## NATIVE SHADE TREES

### ACER RUBRUM.

Red Maple. Per 10 Per 100  
4 to 5 ft., branched \$3.00 \$25.00  
5 to 6 ft., branched 5.00 40.00

### LIQUIDAMBAR.

Sweet Gum.  
4 to 5 ft., branched. 4.00 35.00  
5 to 6 ft., branched. 6.00 50.00

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SELLING OUT. Specimens 20 x 18 ins. and up; also very large specimens. No smaller stock left. Special discounts on carload or truckload orders. Prices on request. Inspection invited.

**BOXWOOD GARDENS**  
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## Pronouncing Dictionary

of Plant Names and Botanical Terms

64 pages, 3000 names, 25¢ per copy

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343 S. Dearborn St. Chicago 4, Ill.

country is reviewed, and there is a discussion of the possible cost reduction to growers through use of Krilium. Treatment of soils by a solution of Krilium and other conditioners is briefly discussed, as are several important uses of the material in agriculture.

Copies of the report may be obtained by writing the Merchandising Division, Monsanto Chemical Co., St. Louis 4, Mo.

#### INSECTICIDE PRECAUTIONS

Certain precautions must be observed to avoid poisoning when using insecticides to rid nursery stock of pests, it was observed by Dr. John W. Wilson, entomologist with the central Florida experiment station, Sanford.

"When the necessary care is exercised, there is little danger of accidental poisoning in using insecticides," he said. For safe, satisfactory use of these chemicals the following suggestions should be kept in mind:

Careful reading of the label will familiarize the user with the nature of the insecticide, the insects it will control and the proper amounts to be used. The fact that these substances are poisonous should also be borne in mind.

Avoid breathing the dust of wettable powders and dust formulations and the mist of a spray solution.

If liquid or dust formulations accidentally come in contact with any part of the body, wash the affected part thoroughly with water at once. Remove contaminated clothing promptly.

In any case, bathe and change into fresh clothing at the end of a day, or part of a day, spent applying insecticide.

If symptoms of poisoning are noticed, call a doctor at once.

Use the insecticides at their recommended dosage, and do not make more applications than are necessary.

Burn or bury in a deep spot all empty insecticide containers.

Follow all precautions recommended by the manufacturer in addition to those above.

RITTER'S NURSERY, formerly a single establishment at Muncy, Pa., has been expanded by owner Mac Ritter and now includes a retail nursery and salesyard at Benton, where Mr. Ritter's office is located. The Muncy nursery is under the management of Mr. Ritter's son, Harry, who was recently discharged from the armed forces.

## LINING-OUT STOCK

**Write for our illustrated list**

	Per 100	Per 1000	Per 10,000
Colorado Blue Spruce, 3-2, 6 to 9 ins....	\$16.00	\$150.00	.....
Colorado Blue Spruce, 3-2, 4 to 6 ins....	10.00	80.00	.....
Colorado Blue Spruce, 3-0, 4 to 6 ins....	6.00	32.00	\$300.00
Colorado Blue Spruce, 3-0, 2 to 4 ins....	4.00	20.00	180.00
Black Hills Spruce, XXX, 12 to 15 ins....	50.00	.....	.....
Black Hills Spruce, XXX, 9 to 12 ins....	30.00	.....	.....
White Spruce, 3-3, 9 to 12 ins....	15.00	.....	.....
White Spruce, 3-3, 6 to 9 ins....	10.00	.....	.....
White Pine, 2-3, 6 to 12 ins....	15.00	.....	.....
White Pine, 3-0, 3 to 8 ins....	5.00	25.00	.....
Mugo Pine, XX, 6 to 10 ins....	50.00	.....	.....
Norway Pine, 2-0, 2 to 4 ins....	4.00	18.00	.....
Banks Pine, 3-0, 8 to 16 ins....	6.00	25.00	.....
Austrian Pine, 2-0, 3 to 6 ins....	5.00	25.00	.....
Douglas Fir ( <i>Pseudotsuga Taxifolia</i> Glauca), 2-0, 3 to 8 ins....	5.00	25.00	220.00
Taxus Media Hicksi, X, 8 to 10 ins....	25.00	.....	.....
White Birch, 2-2, 10 to 18 ins....	10.00	.....	.....
White Birch, 2-0, 8 to 16 ins....	7.50	40.00	.....

## RIGA SCOTCH PINE

	Per 1000	Per 10000	Per 100,000
Per 100	Per 1000	in 10,000	lots
Scotch Pine, 3-0, 5 to 10 ins....	\$7.50	\$30.00	\$28.00
Scotch Pine, 2-0, 3½ to 8 ins....	6.00	25.00	23.50
Scotch Pine, 2-0, 2 to 3½ ins....	4.00	16.00	15.00
			\$26.00
			22.00
			14.00

*Samples on request*

TERMS: Cash with order please; or 25 per cent deposit, balance before shipment, 5 per cent discount if balance paid before shipping on Fall orders; paid before December 1, 1952, on Spring orders.

25 at 100 rate, 250 at 1000 rate; all seedlings in multiples of 50, all transplants in multiples of 10.

Minimum order \$10.00.

Packing at materials cost; charges billed when shipped.

## MATTHEWS NURSERY

Telephone 123 or 732

HARBOR SPRINGS, MICH.

### SPECIMEN LANDSCAPE MATERIALS

**Our Specialty**

**TAXUS**

*Visit our nurseries and see  
our stock for fall*

**W. A. NATORP CO.  
CINCINNATI 29, OHIO**

### LINING-OUT and FINISHED STOCK

#### EVERGREENS

(*Taxus a specialty*)

FLOWERING SHRUBS and TREES

HERBACEOUS and TREE PEONIES

COME and SEE US.

Send us your Want List.

### THE COTTAGE GARDENS

*Our 30th Year*

Nick I. W. Kriek - Harold E. Hicks  
**LANSING 15, MICH.**



**OREGON REORGANIZES**

[Continued from page 11]

gon" program, which included the open house at nurseries, which took place last May, and the highly publicized shrub show presented through the cooperation of the Meier & Frank Co. department store at Portland, one of the largest in the west. Mr. Melott then called on James Doty for a progress report on the development and promotion of the O. A. N. emblem. The adoption of this emblem is proceeding slowly, but it is hoped that more of the nurseries will begin using it in catalogs, on letterheads and in newspaper advertising. The electrotype cuts and mats are available at a nominal cost to members of the association at the present time, and it is planned to reproduce the emblem on an attractive metal sign to be displayed at members' nursery establishments. The emblem is also to be reproduced in the form of decals for windows, trucks and other equipment. The market development and publicity committee felt that the new emblem is a definite step forward in retail trade promotion, bringing the public attention to the O. A. N. through ads, etc., and also attracting the public to the salesyard with the sign of the O. A. N. displayed.

The afternoon session of the first day began with a report from Clyde Stocking, San Jose, Calif., a member of the A. A. N. board of directors from region 6. Mr. Stocking reviewed the A. A. N. activities of the past year and pointed to the many advantages to the nurserymen in being members of the national organization. Highlighting this afternoon session was a panel discussion led by Bob Walker, Holgate Nursery, on the subject, "The Retail Nursery Business and Its Problems." Panel member Charles Drew brought out the fact that the business methods used throughout the state are outdated and are akin to those used 25 years ago. He stressed the use of A. A. N. publicity to build up business and the maintenance of quality stock as specified by the standards of the American Association of Nurserymen. He also urged that the nurserymen cooperate and establish a closing day once a week.

**Urge Better Merchandising**

John Van Dyke, Eugene, Ore., urged that Oregon nurserymen take a lesson from their brother nurserymen of the nearby state of California and improve their merchandising methods as Californians have done. He further stated that advertising

# HARDY VINES

**LONICERA JAPONICA HALLIANA**, Hall's Honeysuckle.

Rapid-growing vine with beautiful foliage; good ground cover; flowers are very, very fragrant. Used mostly for bank cover.

Our stock this year is some of the best we have ever grown.

	Per 10	Per 100	Per 1000
Small L.O. Div.	\$ 1.00	\$ 7.50	
Medium L.O. Div.	1.50	12.50	
1-yr., tr., No. 3	.50	5.00	40.00
1-yr., tr., No. 2	.65	5.50	50.00
1-yr., tr., No. 1	.75	6.00	60.00
2-yr., No. 2	.85	6.50	60.00
2-yr., No. 1	1.00	7.50	70.00
3-yr., No. 1	1.50	10.00	

**LONICERA SEMPERVIRENS**, Scarlet Trumpet Honeysuckle.

Brilliant orange-red trumpet-shaped flowers. Foliage dark blue-green.

	Per 10	Per 100	Per 1000
Small L.O. Div.	\$0.40	\$ 2.50	\$20.00
Medium L.O. Div.	.50	3.00	25.00
1-yr., tr., No. 1	1.00	7.50	60.00
1-yr., tr., No. 2	.75	5.00	40.00
2-yr., tr., No. 1	1.50	10.00	80.00
2-yr., tr., No. 2	1.00	8.00	70.00

**VINCA MINOR**, Common Periwinkle.

The flowers are a light blue color. The green leaves stay on all winter; will grow under almost any condition.

	Per 100	Per 1000
L.O. Grade, small	\$1.00	\$ 8.00
L.O. Grade, medium	1.25	12.00
L.O. Grade, heavy	2.00	15.00
Light Clumps	3.00	35.00
1-year, transplants	7.00	60.00
2-year, transplants	8.00	75.00

# BOYD NURSERY CO.

P. O. Drawer 71

McMINNVILLE, TENN.

**Juniperus Chinensis Pfitzeriana Compacta**

Foliage a little lighter and finer than the regular Pfitzer.

Each	Each
2 to 2½-ft. spread...\$3.00	2½ to 3-ft. spread...\$3.50

Also the regular Pfitzer, same sizes and prices.

**LINDLEY NURSERIES, Inc., Box HH, GREENSBORO, N. C.**

**PECAN trees**  
FOR LANDSCAPE  
OR GROVE

PACKAGED  
OR BARE-ROOT

A 30-year specialty—prolific, papershell pecans. Heavy, grafted stock.

MAHAN, SUCCESS, SCHLEY,  
STUART, BURKETT.

WRITE FOR PRICES, Bare-root or Packaged—use business letterhead, please!

**ARP NURSERY CO.**  
Box 867-R  
TYLER, TEXAS

### EVERGREENS AND FLOWERING SHRUBS

Tsuga Canadensis and  
Ilex Opaca

	Per	Per	Per
	10	100	1000
6 to 8 ins., 2-yr., T.....	\$1.50	\$12.00	\$100.00
8 to 12 ins., 2-yr., T.....	2.50	18.00	175.00
12 to 15 ins., 2-yr., T.....	3.50	30.00	.....

Hydrangea paniculata

	Grandiflora			
	& to 12 ins., 1-yr., C.....	.90	8.00	75.00
12 to 18 ins., 1-yr., C.....	1.00	9.00	85.00	

Spiraea Vanhouttei

	6 to 12 ins., 1-yr., C.....	.40	4.50	35.00
12 to 18 ins., 1-yr., C.....	1.00	7.50	60.00	

Cornus Florida

	2 to 3 ft., 2-yr., well br.....	4.00	35.00	.....
3 to 4 ft., 2-yr., well br.....	6.50	60.00	.....	

Tilia Americana

	3 to 4 ft., T.....	5.00	40.00	.....
4 to 5 ft., T.....	6.00	50.00	.....	

	5 to 6 ft., T.....	8.00	75.00	.....

### NATIVE EVERGREENS

Rhododendron Maximum,

Kalmia Latifolia, Ilex Opaca,

Tsuga Canadensis, Per 100 Per 1000

	3 to 6 ins., S.....	\$2.50	\$20.00
6 to 9 ins., S.....	3.50	30.00	
9 to 12 ins., S.....	5.50	50.00	
12 to 18 ins., S.....	7.00	65.00	

Samples on request. Terms: Cash with order, please.

**CUMBERLAND PLATEAU NURSERY**  
Route 1

CROSSVILLE, TENN.



Azaleas, Camellias  
and Magnolias  
our  
specialties.

Semmes, Ala.



and publicity should be revised and put on a more modern basis. He encouraged the use of the new O. A. N. emblem. Echoing Mr. Drew, Mr. Van Dyke urged the sale and purchase of quality stock uniform in grading. Panel member Wayne Melott, of Carlton Nursery Co., Forest Grove, Ore., pointed out that everyone in the association wants to benefit from promotional activities, but no one individual seems to want to do anything to support them. He called for unified support of the association and cooperation on all matters. He called attention to the fact that inaccurate pricing methods are causing confusion and price resistance. A must, he said, is service and quality to develop permanent customers.

Melvin Muller, Fairview, Ore., also urged that a closing day should be observed among the nurserymen. Mr. Muller felt that the biggest competition to a nurseryman is not another nurseryman, but is other businesses such as electrical appliances, hardware, etc. He urged that nurserymen forget petty bickering about intratrade competition and instead cooperate to develop modern merchandising methods.

Through an arrangement by the Charles H. Lilly Co., Portland, and through the courtesy of the Monsanto Chemical Co., the nursery association viewed an outstanding motion picture on Krilium. Monsanto Chemical Co. sent a representative to Portland from Los Angeles to appear before the group and answer questions on this soil conditioner.

### President's Banquet

Concluding the first day's meeting was the annual president's banquet, in the Marine room of the Multnomah hotel. Feature of the evening was the award of honorary memberships to two longstanding nurserymen of the state. C. E. Moyer, 82, Roseburg, and H. N. Rosser, 79, Portland, were the recipients of the awards. Present for the banquet were such outstanding nurserymen and honorary members as Fred Edmonds; John G. Bacher, Swiss Floral; E. J. Berneche; Christopher Rich, Rich & Sons Nursery, and H. A. Lewis, of the old Russelville Nurseries. Mr. Lewis, one of the first and foremost nurserymen of the Pacific coast, will be 91 on his next birthday.

Speaking on the second day of the meeting were R. W. Henderson, with a review of the progress at the state college, and Walter Gerke, landscape architect, with a word to the nurserymen on landscape trends.

Present at the meeting to repre-

### ROSES MEAN PROFITS!

### CO-OP ROSES

MEAN

### PLUS PROFITS!



Looking for a new "HOT" item?... Rose Bushes ring up \$35,000,000 worth of sales a year. Rose Bushes mean profits! CO-OP high quality, appealing packaged Roses mean PLUS PROFITS. Their no-fuss ...no-bother have made them the hottest over-the-counter seller in the business!

CO-OP's nationally advertised Boxed Rose. Only specimen plants...the finest rose bush money can buy.

Get the complete PROFIT story...write today for CO-OP's full color trade list and their special get acquainted offer on Packaged Rose Bushes.

CO-OP's famous root wrapped Roses. Finest No. 1 and No. 2 plants money can buy.

**CO-OPERATIVE ROSE GROWERS**  
P. O. Box 808 • Tyler, Texas

### FINISHED STOCK & LINERS

### LAIRD'S NURSERIES

Route 2  
RICHMOND, VA.  
5 mi. west of city  
on Broad St. Road

**We Offer**  
OUR USUAL SUPPLY OF NURSERY STOCK

Apple	Peach	Pear
Plum	Cherry	Apricot
Figs	Grapes	Pecans

June Bud Peach  
Japanese Persimmon  
Ornamental and Shade Trees

Send us your want list;  
write for prices.

**COMMERCIAL NURSERY CO.**  
Nicholson Bros. DECHERD, TENN.

### MORNING STAR NURSERY

Rives, Tennessee  
Wholesale Growers  
Evergreens, Trees  
Deciduous Shrubs, Roses  
Send us your want list

### CHINESE CHESTNUT

Seedlings — Liners — Transplants  
of  
HIGHEST QUALITY

Write us for prices and information

NOW!

**THE ENTERPRISE NURSERY**  
Looneyville, West Virginia

sent the American Association of Nurserymen and always ready to help every individual nurseryman or any of the state nursery associations, was Richard P. White, executive secretary of the A. A. N. During the course of the meeting he reviewed the proposed A. A. N. group insurance plan. Of interest to all were the color slides which Dick White presented with a story on the A. A. N. and how it functions.

At a brief meeting of chapter 12 of the A. A. N., the following new chapter officers were elected: President, R. A. Walker; vice-president, A. Lynn Brooks, and secretary-treasurer, Melvin Muller.

#### CHEMICALS VS. PEAT MOSS

At present prices, peat moss is as good for nurseries as chemical soil conditioners, according to Victor H. Ries, extension floriculturist at Ohio State University, Columbus.

Mr. Ries said soil conditioners are not substitutes for organic matter, such as peat moss. Nurserymen will be able to loosen and aerate 1,000 to 1,500 square feet of soil to a depth of more than six inches with peat moss at about the same cost needed to do the job with chemicals on 40 square feet.

Prices of new soil conditioners vary widely and "so do the claims of a few fly-by-night companies trying to take advantage of the public," Mr. Ries said. Although most of the conditioners are made from the same original chemical, "that does not mean much. Their effectiveness depends upon the complexity of molecules from which they are made."

"If materials are good, they will have been tested by agricultural experiment stations. Advertisers will be able to say so. If they have not been so tested, they probably will avoid any mention of experiment stations."

Mr. Ries pointed out that new chemicals are effective only to the extent that they are thoroughly mixed with the soil.

"Tests at Ohio State University show it is not possible to get soil conditioners applied in water to penetrate more than a fraction of an inch into the soil. Since most plants root more deeply than that, they will not get much benefit from such chemicals," he concluded.

MARINUS VANDER POL, Fairhaven, Mass., has changed the name of his nursery and landscape firm from Van's Nursery & Landscape Service, to Marinus Vander Pol, Nurseryman.

# CRIMSON KING Maple

Plant Patent No. 735

A beautiful form of Schwedler Maple originated in France. Retains its brilliant crimson color all through the season.

4 to 5 ft., Whips.....	\$1.25 each
5 to 6 ft., Whips.....	1.50 each
6 to 7 ft., Whips.....	2.00 each

F.O.B. West Coast. Packing at cost.

## GULF STREAM NURSERY, INC.

WACHAPREAGUE, VA.

J. L. Legendre, President

## NOW READY FOR MAILING

### Wholesale Price List for FALL DELIVERY

Lining-out Stock — Finished Stock in	
Flowering Shrubs	Fruit Trees
Forest and Shade Trees	Ornamental Trees
Nut Trees	Vines and Creepers
Broad-leaved Evergreens	Coniferous Evergreens

Write for your copy today!

## FOREST NURSERY CO., Inc.

McMinnville, Tennessee

J. R. Boyd, Pres.

John T. Boyd, Vice-Pres.

Hiram B. Stubblefield, Supt.

**VERHALEN NURSERY**  
*Company*  
SCOTTSVILLE • 12140 HARRY HINES BLVD.  
TEXAS • DALLAS, TEXAS  
*Your Profits Grow in Verhalen Plants*

# MALONEY'S

Offer the following Quality Stock at Reasonable Prices

FOR FALL, 1952 — SPRING, 1953

## FRUIT TREES

Standard Apple, 1 and 2-yr.  
Plum, 1 and 2-yr.

Quince, 1 and 2-yr.

Standard Pear, 1 and 2-yr.

Sweet and Sour Cherry,

1 and 2-yr.

Peach, 1-yr.

Shrubs, Shade Trees,  
Evergreens

Write for our  
Wholesale Trade List

Please mail your list  
for quotations

**MALONEY BROS. NURSERY CO., Inc.**  
DANSVILLE, NEW YORK

Our 68th Year

Member of American  
Association of Nurserymen

**WE OFFER . . .**  
**Our General Line of**

## SMALL FRUIT PLANTS

Let us quote on your  
requirements.

**L. J. RAMBO'S WHOLESALE NURSERIES**  
Bridgeman, Michigan

## SMALL FRUIT PLANTS

We again offer our complete line of

Grapes

Currants

Berry Plants

**FOSTER NURSERY CO., Inc.**  
69 Orchard St. Fredonia, N. Y.

## Certified BLUEBERRY PLANTS

One-year rooted cuttings, \$8.00 per 100;  
\$70.00 per 1000. 16 Varieties.

**A. G. AMMON**  
CHATSWORTH, N. J.

## ARKANSAS MEETING

[Continued from page 12]

vancing right along. Taxes are burdensome, and government interference is increasing.

The remedy in the opinion of Mr. Pinney is for the nurseryman to charge more for his products and services. In order to accomplish this he must first sell himself on the importance, dignity and indispensability of the industry. Compared to other products used by the consumer, nursery stock has hardly increased in price during the past 30 years.

### For Strong Organization

Dr. Victor M. Watts, head of the department of horticulture, University of Arkansas, closed the meeting with a plea for a strong nurserymen's organization. Closer cooperation would be possible between members and with the college. More research is needed on ornamental stock. The nurseryman could help by securing appropriations for the purpose.

Bulletins issued by the University of Arkansas of interest to nurserymen are No. 412, "Keeping Roses in Good Health"; No. 29, "Landscape Calendar," and No. 448, "Insect Pests of Shade Trees and Shrubs." The university also has a mimeographed bulletin entitled "Arbor Day" that contains suggestions for Arbor day programs, lists of trees recommended for planting and detailed planting instructions.

### WANTED BY FBI



The youth pictured above, Kenneth Lee Maurer, 19, is being sought by the federal bureau of investigation for multiple murders. He may be armed and is dangerous; approach with extreme caution. Maurer, FBI No. 929,302 A, is a native of Dearborn, Mich.; is 5 feet, 10 inches tall; weighs 150 pounds; has blue eyes, dark brown hair, medium complexion, with freckles and protruding ears and teeth. He is stoop-shouldered and of slender build and has a 10th grade education. The wanted man is fond of all forms of horticulture and has worked as tree trimmer, gardener and store clerk. Any information concerning him should be passed on immediately to the FBI office nearest you.

## CUT-LEAF WEEPING BIRCH

(*Betula Lacinata* on White Birch)  
Well-branched, very fibrous roots.

	Each per 10	Each per 100	Each per 1000
3 to 4 ft...	\$2.00	\$1.80	\$0.80
4 to 5 ft...	2.25	2.10	1.00
5 to 6 ft...	2.50	2.30	1.70
6 to 7 ft...	2.60	2.50	1.90
7 to 8 ft...	2.80	2.70	2.00
8 to 10 ft...	3.00	2.90	2.50

## NEW OTTAWA FLOWERING CRABS

Amisk, pink; Arrow, purple; Geneva, dark red; Makamik, rose; Scugog, purple; Sissipuk, rose and white.

All trees well-branched.

	Each per 10	Each per 100	Each per 1000
18 to 24 ins...	\$0.55	\$0.50	\$0.40
2 to 3 ft...	.70	.65	.55
3 to 4 ft...	.85	.80	.70
4 to 5 ft...	1.00	.95	.85
5 to 6 ft...	1.25	1.10	1.00
6 to 8 ft...	1.35	1.25	1.15

## BROOKDALE - KINGSWAY NURSERIES

Bowmanville, Ontario, Canada

## SMALL FRUIT PLANTS

and

## VEGETABLE ROOTS

We grow for the wholesale trade only.

## KRIEGER'S WHOLESALE NURSERY

BRIDGMAN, MICH.

## PURE KENTUCKY

## BLUEGRASS LAWN SEED

We have an extra-fine crop of high-testing 21-lb. seed that we offer at the following reasonable prices:

10 lbs., \$7.50; 25 lbs., \$17.50;  
50 lbs., \$32.50; 100 lbs., \$60.00. F.O.B.  
here, subject to price change and  
seed being unsold.

## WALNUT LAWN FARM

Est. 1841

Route 2N LEXINGTON, KY.

ALL BREEDS CHOICE

## COLUMN STOCK PACIFIC PINK

A distinct new color break in Stocks;  
the first true pink Stock ever developed.  
Superior to all similar strains.

Tr. pkt., \$1.75; 1/8 oz., \$3.00.

## AMERICAN BULB CO.

1335 W. Randolph St., CHICAGO 7

31 West 27th Street, NEW YORK 1

## PRONOUNCING DICTIONARY

of Plant Names

64 pages, 3000 names, 25¢ per copy  
American Nurseryman Chicago 4.

## KANSAS MEETING

[Continued from page 13]

It does not leave much opportunity for flexibility, although they make some reduction in the unit price if the volume justifies it. They have found it to be a good practice not to undertake any landscape planting under a certain minimum cost. In general they charge 25 per cent above the retail price for evergreens planted and 50 per cent above retail for shrubs.

## Role of Salesyards

The role played by salesyards in the nursery business is an important one in the experience of R. E. McHenry. He has found that by proper display related items can be made to sell one another. They make it easy to show customers the stock in which they are interested.

Lawrence Wilson finds his firm's salesyard a valuable asset because it enables him to keep the customers out of the nursery. The average customer, when he visits a nursery, wants to see everything, and the more he sees the more confused he becomes, making it difficult for him to make up his mind.

"Visual aids are important," said Dick Bloss. "The customer is more interested in what the plants are going to look like at maturity than at the time they are planted. The best way to educate him is to provide a good set of colored pictures."

After a delicious luncheon prepared and served buffet style by the home-builders class of the McPherson Presbyterian church, there was a demonstration of a 1-man electric chain saw cutting through a log nearly two feet in diameter. The electricity was provided by a light-weight portable generator. Another use of the generator that suggested itself to nurserymen present was that of operating power clippers for shearing evergreens in the nursery row.

## Real-estate Values

"Real-estate values and landscaping" was the subject of the first talk of the afternoon, given by W. G. Duguid, realtor of McPherson. Real-estate men recognize the importance of proper landscaping to complete the new home. The better realtors are as unhappy about the shoddy and inadequate planting of many new homes as are the nurserymen.

On the other hand, according to Mr. Duguid, nurserymen are often guilty of overplanting, so that by the time a planting is 10 years old it may be so overgrown it is impossible to

## EVERGREENS

## CONIFERS

Baker Arborvitae  
Berckmans Arborvitae  
Bonita Arborvitae  
Excelsa Arborvitae  
Newark Arborvitae  
American Arborvitae (Sheared)  
American Pyramids  
American Globes  
Cedrus Deodara  
Juniper, Irish  
Juniperus Andorra  
Juniperus Excelsa Stricta  
Juniperus Fastigiata  
Juniperus Hetzii Glauca  
Juniperus Pfitzeriana Compacta  
Juniperus Pfitzeriana Nana  
Juniperus Pfitzeriana Virginiana  
Juniperus Sabina  
Juniperus Sabina Vonehron  
Juniperus Virginiana Canarii  
Juniperus Virginiana Dundee  
Juniperus Virginiana Glauca  
Juniperus Virginiana Repandens  
Pinus Nigra  
Pinus Strobus

## BROAD-LEAVED

Abelia  
Barberry, Julianae  
Buxus Harlandi  
Buxus Sempervirens  
Cherry Laurel  
Elaeagnus  
Euonymus Patens  
Ilex Bullata  
Ilex Burfordi  
Ilex Cornuta Femina  
Ilex Opaca East Palatka  
Ilex Rotundifolia  
Ilex Vomitoria  
Ligustrum Lucidum  
Loropetalum Texanum  
Magnolia Glauca  
Magnolia Grandiflora  
Magnolia Nigra  
Magnolia Soulangeana  
Nandina Domestica  
Photinia Serrulata  
Specimen White  
Dogwood B&B

VISIT OUR NURSERY  
BE CONVINCED OF OUR QUALITY

## CARTWRIGHT NURSERIES

COLLIERVILLE, TENN.

Highway 72, East of Memphis

Phone 4352

FRUIT TREES  
APPLE

	Per 10	Per 100	Per 1000
2 and 3-yr., 11/16-in. cal., 5 to 7 ft. high.....	\$ 5.50	\$ 45.00	\$ 425.00
2-yr., 9/16-in. cal., 4 to 6 ft. high.....	5.00	40.00	375.00
2-yr., 7/16-in. cal., 3 to 4 ft. high.....	4.00	35.00	325.00
3-yr., 5/8 to 1-in. cal.....	7.00	60.00	550.00
3 and 4-yr., 1 to 1 1/2-in. cal.....	12.50	100.00	.....

NOTE: Not less than 10 at 10 rate; 30 at 100 rate; 300 at 1000 rate.

*Anoka	Jonathan, Double Red	Stayman
*Bonum	Lowry	Stayman, Double Red
*Cortland	Maiden Blush	Summer Rambo
*Delicious	*Mammoth Black Twig	Vance Red Delicious
Delicious, Double Red	*McIntosh	Winesap
*Duchess, Double Red	McIntosh, Double Red	*Winter Banana
*Early Harvest	*Northwestern Greening	Yellow Delicious
*Early Red Bird	*Paragon Winesap	*York Imperial
Grimes Golden	Rome, Double Red	Yorking
	*Spy, Double Red	

\*Varieties indicated by (\*) available in 3-yr., 5/8 to 1-in. cal., and 3 and 4-yr., 1 to 1 1/2-in. cal. only.

MULTIPLE VARIETY APPLE TREES. Grafted to varieties ripening from earliest to latest, including such Apples as Yellow Transparent, Summer Rambo, Yellow Delicious, Red Delicious, Stayman.

	Per 10	Per 100
5-in-1, 2-yr., 3 to 5 ft.....	\$13.50	\$110.00
4-in-1, 2-yr., 3 to 5 ft.....	11.00	90.00
3-in-1, 3-yr., 3 to 5 ft.....	8.00	70.00

## PEACH

	Per 10	Per 100	Per 1000
11/16-in. cal., 5 to 7 ft. high.....	\$5.50	\$45.00	\$425.00
9/16-in. cal., 4 to 6 ft. high.....	5.00	40.00	375.00
7/16-in. cal., 3 to 4 ft. high.....	4.00	35.00	325.00
5/16-in. cal., 2 to 3 ft. high, heavy.....	3.00	22.00	200.00
2 to 3 ft. high.....	2.50	17.00	150.00

Amber Gem	Golden Jubilee	Shipper's Late Red
Belle of Georgia	Halehaven	Sullivan's Early Elberta
Dixie Gem	Hiley	Summercrest
Elberta	J. H. Hale	Sunhigh
Gage Elberta	Red Haven	Triogem
	Red Skin	

EVERGREENS—See our ad, American Nurseryman, August 15, 1952.

SHADE TREES—See our ad, American Nurseryman, September 15, 1952.

## WAYNESBORO NURSERIES

WAYNESBORO, VIRGINIA

## CHRISTMAS TREES FOR SALE Scotch Pine

Green variety, grown especially for Christmas tree trade. Good specimens.

	Each
4 to 6 ft.	\$1.35
6 to 8 ft.	1.50
8 to 10 ft.	1.75

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Growers and exporters of nursery stock for over 60 years.

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Catalog on application.

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Growers of choice Nursery Stock.  
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determine the architecture of a house.

Usually the optimum value of a house is reached during the period when it is 10 to 15 years old. Too often at that time the planting has become too large. The value of the house would actually be increased if the planting were renewed or removed entirely, but during that length of time the homeowner has become so fond of his plants that he refuses to part with them.

Homeowners often spend as much as 20 per cent or more of the original cost of the home to renovate, modernize and redecorate, but the one person who will spend anything at all to replace overgrown, misplaced or misshapen trees and shrubs is indeed the exception. "It is the nurseryman's job," said Mr. Duguid, "to educate the homeowner to realize that landscape plantings become worn-out and outmoded and need to be replaced."

### Production Management Forum

Another open forum, this time on production management, completed the program for the day. Dick Bloss again acted as moderator.

Earl Nelson, discussing foliage feeding, stated that he applies liquid fertilizer to the foliage of all his lining-out stock, including evergreens. The reactions are quicker than those resulting from root feeding, and the process is easier to control.

Mr. Nelson urged caution in the application of the fertilizer and recommended that experiments be conducted to determine the correct amounts to use on various types of plants. The results from foliage feeding are not so long-lasting as those of ground feeding.

To tell the results of his extensive experiments with chemical control of weeds, Dick Bloss called on Fred P. Eshbaugh, manager of the federal soil conservation nursery at Manhattan, Kan. Mr. Eshbaugh stated the staff had little success controlling crab grass chemically after it had started to grow. The greatest success has come from preventing the germination of the crab grass seeds. For this purpose allyl alcohol at the rate of one and one-half gallons to 100 gallons of water was used. Because of its caustic nature, this solution should be used with great caution. Application should be made when there is a relatively brisk breeze. The wind will carry the fumes away from the operator and lessen the danger of exposure to strong gases.

No pressure is used in the applica-

tion of the allyl alcohol. The solution is allowed to flow from the tank into a garden hose or sprinkler nozzle by gravity. Penetration will be quicker and deeper if the soil is moist at the time of application. The application should be made to seedbeds 10 days prior to the sowing of the seeds. At the nursery in Manhattan, weeds did not appear to any extent during the first three or four weeks, and crab grass did not show up for six weeks.

According to Mr. Eshbaugh, effective control of grasses and most weeds was accomplished in conifer seedbeds by the application of Standard Weed Killer (a Standard Oil product) applied at the rate of 30 gallons to an acre, under pressure of 60 to 100 pounds, 60 days after emergence. Pines are damaged more easily than cedar and should be sprayed sparingly.

#### Machinery for Nurserymen

When discussing new machinery for nurserymen, Joe Abrahamson, Springfield, Mo., stated that nurserymen have a tendency to get in a rut in their thinking. They are too easily satisfied with the old and are afraid to try the new.

One of the greatest handicaps to the development of new machinery for nurserymen, in the opinion of Mr. Abrahamson, is the limited market for such machinery. The large implement manufacturers do not find it profitable to develop and manufacture specialized machines for nurserymen.

Ray Keen, professor of horticulture at Kansas State College, suggested that it might be possible for nurserymen to adapt more of their operations to the use of machinery already available.

At the brief business meeting held at the conclusion of the program it was voted to appoint a committee empowered to cooperate with the college of agriculture in making demonstration plantings on four different farmsteads.

A resolution was passed commending Raymond Buskirk, manager of Prairie Gardens Co.; his wife, Kathryn; their two young sons, Leroy and Karl, and the nursery staff for their splendid cooperation in furnishing facilities for the meeting and the careful planning that overlooked no detail for the visitors' comfort.

**ED WEIMORTZ**, after a number of years in the seed trade in Florida, has joined Sprayers & Nozzles, Inc., manufacturer of Ken - Sprayall spray equipment, as sales manager.

## Imported Holland Bulbs

	PER 1000 Top Size 12 to 13 cm. and up	PER 1000 Top Size 12 to 13 cm. and up	
<b>DARWIN TULIPS.</b>		<b>DOUBLE TULIPS.</b>	
Allbright, dark red.....	\$34.00	Electra, red .....	\$48.00
Bartigon, light red.....	34.00	Mr. Van der Hoef, yellow.....	48.00
Bleu Aimable, blue.....	36.00	Orange Nassau, orange.....	48.00
Carrara, white .....	36.00	Peachblossom, pink .....	48.00
Clara Butt, pink.....	36.00	<b>SINGLE TULIPS.</b>	
Golden Harvest, yellow.....	34.00	Couleur Cardinal, red .....	50.00
La Tulipe Noire, black.....	36.00	General De Wet, yellow.....	42.00
Philip Snowdon, light pink.....	35.00	Keizerskroon, red and yellow.....	55.00
Pride of Haarlem, red.....	34.00	<b>PARROT TULIPS.</b>	
Princess Elizabeth, rose-pink.....	35.00	Blue Parrot, blue.....	35.00
Prunus, deep pink.....	36.00	Fantasy, orchid .....	38.00
Rose Copland, orchid.....	36.00	Orange Favorite, orange.....	44.00
Wallstreet, light yellow.....	36.00	Sunshine, yellow .....	50.00
Wm. Pitt, red.....	36.00	Therese, red .....	50.00
Zwanenburg, white .....	42.00	<b>CROCUS</b> in yellow, blue, white, striped .....	28.00
Mixed, all colors.....	32.00	<b>DAFFODILS, DOUBLE-NOSED.</b>	
<b>HYACINTHS</b> , bedding size in colors	90.00	King Alfred .....	75.00
		Mrs. E. M. Krelage .....	85.00
		Mixed .....	40.00

Any variety of bulbs not listed can be furnished upon request.

Terms of sale: Prices quoted are F.O.B. Ridgewood, N. J. Packing and insurance free. 100 lots at 1000 rate. Please request complete competitive price list.

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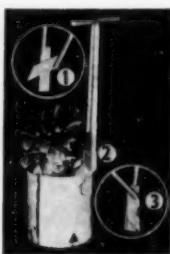
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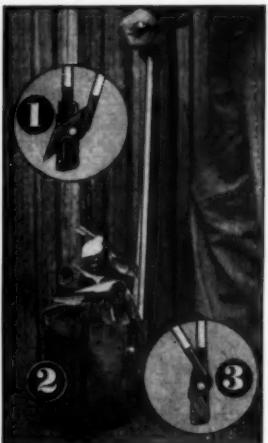
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THE NEW  
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## Famous *Nursery*

model — used by thousands of nurseries and sold by many to maintenance men and to HOME GARDENERS at retail price, \$7.50.

### NURSERY PRICES:

1 or 2, \$6.75 ea.; 3 for \$17.50; 6 for \$30.36. Wt., 4-1/3 lbs. ea. Length, 29 ins. over-all.

**WARNING!!** This *Nursery* model has been imitated in appearance, in its pricing schedule! If the copies were good enough, we'd say "thanks for the compliment" and let it go at that! For we love everybody—but especially our own customers! And when they ask us to repair these copies, it hurts to refuse. Yet, they can't be fixed with REDHEAD parts—and special parts cost too much money—so . . .

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if you want GENUINE Redhead Can Shears!



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**PACIFIC NORTHWEST ROSE NURSERY**  
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## PENINSULA ELECTS

Election of officers for the coming year highlighted the September meeting of the Peninsula chapter of the California Association of Nurserymen, held at the Chukker, at San Mateo. Reports of the outgoing officers and C. A. N. President Herman Sandkuhle's preview of the state convention at Catalina were included in the business of the meeting.

Officers elected, all unanimously and without opposition, are president, John Edwards, Edwards Camellia Nursery, East Palo Alto; vice-president, Ernest Esch, Esch Nursery, San Jose; secretary, William Schmidt, Schmidt Nursery, Palo Alto, and treasurer, Juel Christensen, Christensen Nursery Co., Belmont (re-elected). New directors elected are Charles Burr, California Garden Supply Co., Belmont, and John Coulter, Coulter Nursery, San Carlos. The immediate past president becomes a member of the board by virtue of his office as he also becomes a member of the board of directors of the state association representing the Peninsula chapter.

A novelty at the meeting was a display by Bert Plath, Plath Greenhouses, San Francisco, of the several new kinds of anthuriums which the firm is propagating. They are upright-growing kinds, which, Mr. Plath reported, are ideal for home uses as they will tolerate a lot of abuse from the grower, are slow-growing, will withstand full sun or partial shade and can be allowed to become extremely dry before needing additional water.

William Schmidt exhibited a new fuchsia, Old Smoky, which he said was popular with the amateur fuchsia fanciers.

Bert Plath made a report for his committee, which had been responsible for the chapter's exhibit at the San Mateo county floral fiesta. It was an educational exhibit and was presented in cooperation with Sunset Magazine. Mr. Plath reported that it drew a great deal of favorable comment from fair goers and the fair officials. The officials liked it as it was a type of exhibit the fair is anxious to encourage. Mr. Plath reported that the chapter netted \$200 from the exhibit.

The treasurer's report showed a balance of \$500 after payment of all bills to date. As the chapter was also celebrating its first birthday, it was felt that it was creditable to have accumulated such a reserve in so short a time. Mr. Christensen advised that of this \$500 it had been decided to donate \$100 to the newly

formed Monterey chapter as that group had contributed to the Peninsula chapter in the past year, which was before it was even an organized group.

State President Herman Sandkuhle, Sunset Nursery, Oakland, gave an exciting preview of the 1952 convention, since held at Catalina, and Executive Secretary Elmer Merz added more information to stimulate interest.

Before handing the gavel over to the incoming president, James Wilson advised that his term in office, which had been praised in and out of the meetings for the past year, could not have been so successful as it was without such complete cooperation as was given by the members. He named, especially, Ernest Esch for the exemplary work done on the TV program; William Schmidt, for the excellent programs; Bert Plath, for the success at the fiesta; Paul Von Kempf, Pacific Nurseries, Colma, for the picnic and other social meetings; the board of directors, for faithfully attending meetings and carrying out the assignments which he gave them, and Charles Burr, for his thoroughness in handling the secretary's office.

Incoming President John Edwards merely said that he hoped he and his officers-elect could do as good a job in the next year and that he felt certain they would if he had the same support from the membership.

W. B. B.

#### OREGON LICENSE CASE

Hearings for the renewal of the state nurseryman's license of Jack Hurd, owner of two retail concerns known as Riverside Gardens and Luke Hopman, in the Portland, Ore., area, were concluded recently with his exoneration from charges of intentional fraud.

The state department of agriculture, which conducted the hearings, had received complaints over a period of two years from purchasers of stock at Mr. Hurd's establishments, and witnesses who appeared at the proceedings charged that he had failed to act promptly in filling orders and had been slow to answer complaints and that some adjustments had been unsatisfactory.

Mr. Hurd contended his principal trouble with customers developed in connection with a large order of imported roses which had been advertised on a national scale and which turned out to be diseased stock.

"The state agricultural department cannot condone or approve some of the methods Mr. Hurd

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#### PATENTED

#### Each

No.	No.	Variety	Retail	Per	Per	Per	Per
			Each	10	20	100	250
1	1½*	Variety	\$2.00	\$1.10	\$1.00	\$0.95	\$0.85
60	120	Applause	2.00	1.10	1.00	.95	.85
...	120	Blanche Mallerin	...	...	.95	.70	.65
...	120	California	2.25	1.25	1.12½	1.05	.95
...	120	Concordiano	2.00	1.10	1.00	.95	.85
...	120	Charlotte Armstrong	1.75	1.00	.87½	.80	.75
...	180	Crimson Glory	2.00	1.10	1.00	.95	.85
170	180	Diamond Jubilee	1.75	1.00	.87½	.80	.75
...	130	Eclipse	2.25	1.25	1.12½	1.05	.95
720	300	Fred Howard	2.50	1.40	1.25	1.20	1.10
420	180	Grande Duchesse Charlotte	1.75	1.00	.87½	.80	.75
140	...	Mary Margaret McBride	1.75	1.00	.87½	.80	.75
130	190	Mission Bells	2.25	1.25	1.12½	1.05	.95
360	140	Mme. Chiang Kai-shek	1.75	1.00	.87½	.80	.75
220	160	Saturnia	1.75	1.00	.87½	.80	.75
...	160	Taffeta	1.75	1.00	.87½	.80	.75
...	90	Texas Centennial	1.50	.90	.75	.70	.65

#### NON-PATENTED

No.	No.	Variety	No.	No.	Variety
1	1½	Variety	1	1½	Variety
275	107	Autumn	730	730	Mrs. P. S. du Pont
59	160	Betty Uprichard	800	730	Mrs. Sam McGredy
...	620	Christopher Stone	...	700	McGredy's Ivory
370	160	Condeesa de Sastago	170	100	McGredy's Scarlet
116	180	Duquesa de Penaranda	530	470	McGredy's Yellow
300	120	Edith N. Perkins	...	250	Nigger Boy
...	100	Editor McFarland	400	790	Picture
...	870	Etoile de Hollande	...	100	Pink Dawn
...	230	Fran Karl Druschki	...	630	Poinsettia
...	50	Girona	150	...	President Hoover
...	140	Golden Dawn	...	200	Radiance
300	100	Joanna Hill	...	90	Snowbird
...	360	K. A. Viktoria	180	140	Soeur Therese
120	100	Mme. Jules Bouche	370	200	Sterling
160	140	Mrs. E. P. Thom	400	200	Talisman

#### Non-patented Prices:

No. 1:

10—56¢ ea.; 110—55¢ ea.; 510—53¢ ea.; 1010—52¢ ea.; 2510—51¢ ea.; 5010—50¢ ea.

No. 1½:

10—46¢ ea.; 110—45¢ ea.; 510—43¢ ea.; 1010—42¢ ea.; 2510—41¢ ea.; 5010—40¢ ea.

#### \*Patented No. 1½ Prices:

To determine the price of the No. 1½ patented varieties, deduct 20% from the listed No. 1 prices.  
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adopted in handling the orders and complaints received," wrote Frank McKennon, chief of the department's plant industry division. He continued, however, that it was not proper for the department to sit in judgment on the business methods of private business unless it is proved there is actual intent to defraud.

The law provides, according to Mr. McKennon, the department must either grant or withhold nursery licenses of applicants whose activities have been brought into question, and, as Mr. Hurd was found not to be guilty of actual intent to defraud or deceive purchasers "or a negligence so gross as to be equivalent to an actual intent to defraud," the department had no alternative but to renew his license.

### NURSERY BAN LIFTED

Oregon nursery stock may now enter California under the regular nursery shipping permit issued by the state department of agriculture, according to officials of the Oregon state department of agriculture. Notice of this change came after the announcement that the California department of agriculture had waived its special requirements surrounding host plants of peach root borer, thus eliminating the special certificate that was required on peach, plum, apricot and related nursery stock.

It also means, the officials added, that the Oregon department no longer needs to supply California officials with a list of Oregon nurseries believed free from this pest.

### NURSERIES WIN PRIZES

Winners of purple sweepstakes ribbons at the recent Oregon state fair were the F. A. Doerfler & Sons Nursery and Ernest Iufer Landscape Co., both of Salem.

Carl Starker Gardens, Jennings Lodge, Ore., and Eunice C. Brandt, landscape architect, won blue ribbons for their displays in the commercial section of the fair. Second prize was awarded to Ferrill's Nursery, Salem.

**MATLIN'S NURSERY**, Ontario, Calif., was destroyed by fire recently, with damage totaling \$5,000. However, equipment and machinery valued at \$10,000, were saved from the blaze.

**PAUL MAYER**, Wedgwood Gardens, Seattle, Wash., spoke at a recent meeting of the Seattle Chrysanthemum Society.

**RE-ELECT WILCOX**

The California international flower show September 18 re-elected Roy F. Wilcox, of Roy F. Wilcox & Co., Montebello, as general chairman and announced the 1953 floral spectacle will be held at Hollywood park March 12 to 22, inclusive.

Other officers elected were Manfred Meyberg, of Germain's, Van Nuys, executive chairman; A. J. Gock, treasurer; Ray W. Nottke, assistant treasurer; Walter Swartz, secretary, and W. A. Rodman, re-elected to the post of general manager.

The annual show is under the joint sponsorship of the Southern California Horticultural Institute, Inc., and the Southern California Floral Association. It is operated as a non-profit civic event.

**CALIFORNIA NOTES**

San Francisco's first international flower fiesta is getting well-organized with enthusiastic support from all branches of the horticultural industries. The nurserymen, who will have to carry the greatest part of the burden so far as the public is concerned and whose efforts will make the show so spectacular, are planning individual and group exhibits fitted to the scope of the show and the importance of home gardens and commercial flower production in the bay area. The Civic Auditorium, which was the scene of the United Nations meetings in 1945, will be the home of the fiesta. In keeping with that, the theme of the show will be "Gardens of the World"—a series of main area gardens typical of the countries they represent. In addition to the usual growing gardens there will be exhibits by garden clubs, commercial growers, nurserymen and manufacturers and distributors of everything for both the amateur and professional gardener.

The superintendent of parks at San Francisco, Julius L. Girod, will head a 21-man committee which will serve as the directing management of the fiesta. Among the better known members of this committee who are in the nursery business are John Paul Edwards, rosarian; Prentis French, landscape architect; Edward Goepner; Mrs. Iva Newman, horticultural writer and estate consultant; Allan Reid, landscape architect, and James Wilson, president of the Peninsula chapter, California Association of Nurserymen. The fiesta is being sponsored by the San Francisco

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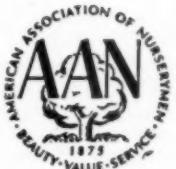
Take time **NOW** to check your **ROSE** needs.

Yes! Although many kinds are out, there are still some good varieties.

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10. Selection of Plants for Landscape Use
11. Foundation and Border Plants
12. Foundation Planting Problems
13. Vegetable Gardening
14. The Rose—Rose Culture
15. Propagation of Plants by Cuttings
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26. Pruning—How and When to Do It
27. Transplanting Operations
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VETERAN

NONVETERAN

Chronicle, and the net proceeds will be given to the San Francisco Boy Scout Council, which advises that the monies so received will be used for the extension of summer camps.

Frank G. Cuthbertson, Ferry-Morse Seed Co., Mount View, was awarded a bronze plaque at a Detroit meeting of the American Seed Trade Association for outstanding horticultural achievement. At the same meeting, Bert Walcott, Taylor-Walcott Seed Co., San Francisco, was elected first vice-president. He served as second vice-president during the past year.

Juel Christensen, Christensen Nursery, Belmont, addressed the San Carlos-Belmont Coordinating Committee on smog control at its August meeting. Mr. Christensen called attention to the definite increase of smog on the peninsula in recent years and reported that studies indicate this is due to several factors. Among these are increased automobile traffic, increased home incineration of garden and home waste products, increased gases from industries and increased smog produced in city garbage and dump burning operations. It is, he said, a bay area problem which must be met directly before it becomes serious. It was his thought that, before going to the industries and individuals, the several communities should first clean up their own "backyards" through a better method of waste disposal. The fill and cover method was advocated.

This method, used by San Francisco and Oakland, utilizes waste marshland on the bay. Garbage and other trash are dumped in these areas and immediately covered with soil which is hauled in. At San Francisco, hills along the bay are carried in for the filling processes, and many square miles of industrial land have been added to the tax rolls. On the peninsula it was suggested that suction dredges bring up the muck and sand from the bottom of the bay for the covering material. The land thus recovered, it is said, could be used for light industry in some cases and for bay front recreational areas over a 50-mile frontage. Between the newly made land and the present shore line it was also suggested that a 6 or 8-lane freeway be built. Such an addition to the area's highways would be of inestimable value to all concerned.

Dr. C. E. Yarwood, plant pathologist, University of California, advises that about 20 times as much of the vitamin B complex is found in the tissues of leaves which are attacked by disease as in healthy

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HAWTHORN—Paul's Scarlet  
LOCUST—Moraine, Patent No. 836  
MAPLE—Greenleaf Sycamore  
—Purpleleaf Sycamore  
—Norway (3 to 4 ft. and 4 to 5 ft. wh.)  
—Red (*Acer rubrum*)  
MOUNTAIN ASH—European

FRUIT TREE SEEDLINGS  
ANGERS QUINCE—Rooted cuttings  
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Our combination carlots to eastern distributing points save transportation cost.

leaves. This, he reports, may be why such foliage is preferred by insects.

The C. C. Volkman Co. held a contest among bay area seedsmen for well-displayed packaged lawn grass seed. Among nurserymen winning prizes were E. James & Sons, Oakland, and the Christensen Nursery, Belmont. Each won a "best of the month" cash award, and the James nursery won the grand prize of \$100. The James display featured actual floats of seed growing in flats.

The second international orchid show will be held by the San Francisco Orchid Society, October 10 through 12, in the Rose room of the Palace hotel.

W. B. B.

#### LIFTING A HAZARD

Nurserymen can avoid injuries to themselves or their employees caused by improper lifting by remembering several elementary principles. C. C. Lang, chairman of Ohio's rural safety committee, emphasized that the body is a mechanical system of levers and hinges, activated by cables just like many machines. Muscles, like cables, levers or hinges, may suffer damage when overloaded or used improperly.

Mr. Lang pointed out that sprains, strains, hernias and similar injuries by improper lifting claim thousands of victims every year. National Safety Council records show the commonest causes of lifting injuries are lifting and lowering with the back muscles; insecure grip of footings and unsafe placing of hands or feet; using quick, jerking, twisting or awkward movements of the body; obstructed vision; unstable loads or inadequate control, and insufficient help or failure to use mechanical aids.

For example, said Mr. Lang, one of the commonest errors is for persons to bend at the waist when they reach down to grasp an object. Lifting in this position places a strain on the sensitive back and abdominal muscles.

"Always bend your knees and keep your back straight when you lift," Mr. Lang advised.

Nurserymen, who have to contend with frequent movement of stock, should try to rearrange their work to eliminate or reduce the amount of unaided lifting required. They can use simple and safe mechanical devices, such as rope hoists, wooden skids, hand trucks or conveyors.

E. A. FIELDS, Upland, Calif., has retired after 15½ years' employment with Armstrong Nurseries, Inc., Ontario, Calif.

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SHADE AND FLOWERING TREES  
FRUIT TREE SEEDLINGS  
FRUIT TREES  
DECIDUOUS SHRUBS  
VINES AND BULBS  
PORTLAND ROSES  
NURSERY SUPPLIES

We expect to begin shipping evergreens, sprayed with WILT-PRUF if deemed necessary, about September 15. Deciduous stock will not be ready until about November 15.

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\$2.95 each, plus postage

Write today for further information

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- Will HUMIDIFY your greenhouse, or propagation hse. within 2%.
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### MAHONIA AQUIFOLIUM

(Oregon Washington Holly-Grape)

A very beautiful evergreen shrub with large glossy leaves and yellow flowers conspicuously appearing in the spring and followed by dark blue berries; a most satisfactory broad-leaved evergreen for any place in the United States.

1-yr. seedlings, field-grown, row-run, \$35.00 per 100; \$5.00 per 100.

TRANSPLANTS — We are offering 1-year transplants in both Mahonia Aquifolium (tall-growing) and Mahonia Nervosa (low dwarf type).

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\$15.00 per 100

TERMS — Check is requested before shipment; or will ship C.O.D. if preferred. All orders shipped via railway express.

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Place your order now for Fall, 1952, or Spring, 1953, delivery.

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... Bush, Climbers and 3-year-old Tree Roses.

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NO, NOT PEOPLE,

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FIRST LOVE—YOU'LL LOVE THE DAINTY PASTEL FLOWERS

SUTTER'S GOLD — WITH LONG-POINTED BUDS

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GENERAL NURSERY STOCK

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Phone 2-1322

### FALL SEED SOWING

[Continued from page 15]

later in the month and sown at that time. Seeds are covered with an inch or so of old rooting medium—50 per cent peat and 50 per cent sand—which was kept for the purpose when the greenhouses were cleared in June. We do not cover our seedbeds with any other protective covering such as salt hay, straw, etc. We believe that it is best to allow seeds to be subject to the full range of weather variations through the winter because most seeds seem to germinate more evenly if they have been well-frozen at least once. This salt hay is also an ideal winter home for field mice and similar rodents, which have a warm home on top and ample food supplies beneath. One or two plants which germinate somewhat irregularly we prefer to sow in the frames. Nandina domestica is a typical example. Seeds of this plant picked here from our stock plants in the fall and sown at once will not germinate until the following August or September. The plants then of course are small and, unless they are protected, are unable to come through the winter properly; for this reason we sow the seeds in the frames. We can then provide the proper protection for the young seedlings during the first winter.

A number of growers seem to prefer clean seeds for sowing, but I am not sure that they are an advantage. It may be necessary to soak and lightly ferment berries of ilex, which will contain more than one seed in each, because in this way you can obtain much more even sowing, but under normal circumstances I believe it best to sow the seeds just as they are picked from the tree.

### Fall Planting

In the past two seasons, we have moved much of our planting schedules to the fall from the spring season partly because of the pressure of work in the spring which makes it difficult to do the job at the right time and partly because we seem to obtain better results in the fall. I realize that climatic conditions may make fall planting impossible in many areas, but it might be interesting to try a small quantity of taxus, juniper, magnolia and dogwood if you have the time and space, because I think you may be surprised at the results. Some two thirds of the material which we put out on 3-foot rows is now planted toward the end of September and through October. The ground is in good condition to receive the plants at this time. There

is plenty of soil moisture, and although we have cold nights there is still sufficient warmth to encourage the production of new roots. *Taxus* is particularly suitable for fall planting because it always makes active root growth at this time of the year. The plants need to be of a fair size, however, to avoid winter heaving; anything less than a 2-year liner could not be used. Last fall we put out a mixed block of different varieties of *taxus*, *Ilex bullata* and *I. crenata* and also an adjacent block of pink dogwood and magnolias. The dogwood was 1-year-old grafts, and the magnolias were 1-year own root, which had a well-developed root system. All of this material came through the winter well indeed, although, as you may know, it was a treacherous one. At the time we were planting the magnolia block we considered the advisability of including a bed of 2-year-old *Magnolia soulangeana* seedlings and after some consideration decided to line them out with the rest. This was a mistake. The plants were not too large nor were the roots strongly developed and as a result most of them were killed. It only points to the clear necessity of having a properly developed plant for lining out at this time of the year. I was on a neighboring nurseryman's land recently and he showed me a fine block of rhododendrons, which he had planted out last year in the middle of October. They had grown well, made two and in some cases three sets of growth and were in excellent health. Another neighbor of ours has put out large blocks of material in the fall, immediately spraying them with one of the new latex compounds to prevent the plants' drying out and to help them become re-established. Apparently this has given excellent results, and is now standard procedure in the nursery.

#### HELP WANTED

##### NURSERY MANAGER

To establish and operate a nursery in Maryland supplying a garden center in New York. Excellent opportunity, attractive salary and large house furnished. Applicant must be experienced, dependable and of excellent character. Write Box 891, care of American Nurseryman, giving complete background.

#### HELP WANTED

Salesman wanted, full time—excellent commission—selling Baltimore-Washington areas. Top-grade stock from oldest nursery in Maryland. Unrivaled opportunity. Address Box 907, American Nurseryman.

**HELP WANTED**—Position available immediately. Opening for an experienced propagator (inside and out) that can also manage farm operations. Field pipe irrigation; 1-acre lath house with overhead irrigation. Ideal working conditions with a paid vacation. Located in Dallas area with one of Texas' foremost nurseries. Address replies to Box 892, care of American Nurseryman.

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Nurseryman who knows planting materials, and able to draw simple plans and carry through jobs from the plan and selling stage to completion. Must be a willing and conscientious working foreman, sober and Christian character. Salary, nice home with light and heat, plus profit sharing in all business enterprises. Owner needs also available for wife as helper in the household and flower shop. State salary and include pictures and qualifications in first letter. Ideal climate for year-around operation. Write: VAN DYKE GARDENS, 295 West Seventh Ave., Eugene, Ore.

#### HELP WANTED

Experienced propagator to take charge of small evergreen nursery. Modern home available on premises. Located in northwestern Pa. Give full particulars in first letter. Write Box 905, American Nurseryman.

#### HELP WANTED

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14½-acre nursery in Connecticut, 55 miles from New York city, with 471.5-ft. frontage on state road. Beautiful stock—8-room, 2-bath house and 5-room house—2 artesian wells and brook running through property. Well-established business. Owner wishes to retire. Address Box 906, care of American Nurseryman, for appointment.

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Twelve-acre nursery, including stock of over 50,000 items—nearly varieties, assorted sizes, mostly finished—all good sellers. Also 177-acre farm, 80,000 ft. of timber, 8 acres of bottom land, 8-room house, large barn, 5-room house and barn. All modern conveniences: sown pasture land, immediate possession. Season open now for business. 1½ miles off Highway 1. Ill health reason for sale. Price \$30,000. Floyd Adams, ADAMS NURSERY, Buchanan, Ga.

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Opportunity to operate Oceanside Nursery at Westport, Wash., on lease or share-crop basis. 30x80 greenhouse, heated automatically. Two-bedroom modern house, completely furnished. Crayton pump for irrigation. Ideal for experienced couple. Must furnish references. Contact or write—Glen Gresheth, Port Orchard Nursery, Route 3, Box 29, Port Orchard, Wash.

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Address replies to Box 909, care of American Nurseryman.

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### AZALEAS

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Discounts in carlots.  
Come and see them!  
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25,000 Pixwell Gooseberries, 2-yr., No. 1, mostly extra-heavy, 5c to 7½c each. Will let go for 20,000 if you take them all and dig them yourself. Will furnish tractor and operator free of charge for digging.

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DARWIN TULIPS—11 to 12 cm., \$4.75 per 100. Bleu Aimable (blue), Wm. Pitt (red), Pride of Haarlem (red), Yellow Giant (yellow), Princess Elizabeth (rose), Wm. Copland (lavender), Queen of Night (black), Kansas (white).

HYACINTHS—15 to 16 cm., \$13.00 per 100. Gertrude (pink), L'Innocence (white), Blasmack (blue), City of Haarlem (yellow), King of Violets (purple), La Victoire (red).

CROCUS—7 to 8 cm., \$3.00 per 100. King of Blues (blue), Golden Yellow (yellow) Striped Beauty (white and blue), King of Whites (white).

MUSCARI—(Grape Hyacinth), 7 to 8 cm., \$2.00 per 100.

DUTCH IRIS—8 to 9 cm., \$5.00 per 100. Golden Harvest (yellow), White Excelsior (white), Wedgwood (blue).

DAFFODIL, King Alfred (rounds), \$6.50 per 100.

NARCISSUS, Paper White, 14 to 15 cm., \$5.00 per 100.

LILY, Regal, 16 to 18 cm., \$11.00 per 100. BENTON COUNTY NURSERY CO., INC. Rogers, Ark.

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PEONIES. 3 to 5-eye divisions. Per 10 Per 100

Albiflora, La Tulipe, Loveliness, Mme. Ducel ..... \$2.00 \$18.00

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Fairy, Florentine, Koch, Lent A.

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Auratum, 7 to 9, \$30.00; 8 to 10, \$40.00 per 100.

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Squamigera (Amaryllis Hallii), \$35.00 per 100, \$300.00 per 1000. Fine bulbs, delivered October-November.

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## THE EVERGREEN NURSERIES

Lowell, Ind.

## Two-year-old rare Dierama Bulbs.

\$25.00 per 100, postpaid.

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CHOICE VARIETIES OUT OF 4-IN. POTS  
Transplanted from 2½-in. pots, one-year ago.

12 to 16 ins., 50c each.

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6 to 8 ins., X.....3.00 25.00

Taxus Vermeulen, 4 to 6 ins., X.....2.00 17.50

6 to 8 ins., X.....2.50 22.50

Tsuga canadensis (Canadian Hemlock), 1-yr. field-grown.....

10 to 12 ins., X.....4.00 30.00

10 to 12 ins., 1-yr. field-grown.....4.50 35.00

Taxus capitata from seed 3 yrs., 1-yr. T, 30c each.

ESHAM'S NURSERIES

Frankford, Del.

If you are interested in *Hemerocallis* send for our list of 32 varieties. Outstanding new ones as well as the older standard varieties. Excellent-quality stock at bargain prices.

RIEGEL PLANT CO.

Experiment, Ga.

## LINING-OUT STOCK

2/0 Austrian Pine,	100	1000	10,000
3 to 6 in.	....	\$3.00	\$20.00
			\$18.75

2/0 Scotch Pine, Certified	....		
Riga, 3 to 6 in.	....	3.50	25.00
			22.50

2/0 Scotch Pine, Dark Gr.	....		
Christmas Tree Strain,	....		
3 to 8 in.	....	3.00	20.00
			18.75

2/0 American Arborvitae,	....		
2 to 4 in.	....		
2 to 4 in.	....	\$3.00	\$25.00

2/0 American Pyramid Arborvitae	....		
2 to 4 in.	....		
2 to 4 in.	....	3.50	30.00

2/1 Balsam Fir, 2 to 6 in.	....	4.00	30.00

2/1 Austrian Pine, 4 to 10 in.	....	4.50	30.00

2/0 Jack Pine, 2 to 6 in.	....	3.00	18.00

2/0 Mugho Pine, 2 to 4 in.	....	2.00	25.00

2/1 Mugho Pine, 3 to 8 in.	....	5.00	45.00

2/2 Mugho Pine, 4 to 8 in.	....	10.00	90.00

2/0 Blk. Hills Spruce, 2 to 4 in.	....	3.00	20.00

2/1 Blk. Hills Spruce, 2 to 6 in.	....	5.00	35.00

2/2 Blk. Hills Spruce, 2 to 4 in.	....	3.50	22.50

3/0 Colo. Blue Spruce, 2 to 6 in.	....	4.00	27.00

2/1 Colo. Blue Spruce, 2 to 4 in.	....	5.00	45.00

2/0 Norway Spruce, 2 to 6 in.	....	3.50	22.50

2/1 Norway Spruce, 3 to 6 in.	....	5.00	45.00

3/0 Norway Spruce, 4 to 8 in.	....	4.00	35.00

2/1 White Spruce, 3 to 6 in.	....	4.00	35.00

2/0 White Spruce, 3 to 7 in.	....	3.00	25.00

2% discount for cash with order.	....		
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JOHN G. ZELENKA	....		
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R. 2, Box 291	....		
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Grand Haven, Mich.	....		
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## EVERGREEN LINERS AND CUTTINGS POT-GROWN AND TRANSPLANTS

Each—Per 100 Per 1000			
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Juniperus horizontalis glauca, 1-yr. pots	....	\$0.11	\$0.10
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Arborvitae, American, Dark Green, 1-yr. pots	....	.09	
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Arborvitae, Globe Woodward, 1-yr. pots	....	.20	.18
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Arborvitae, American Dark, 1-yr. pots	....	.24	
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Arborvitae, Globe Woodward, 1-yr. pots	....	.20	.18
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Arborvitae, American Dark, 1-yr. pots	....	.09	
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Euonymus patens, 1-yr. pots	....	.07	.06
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Taxus brownii, 1-yr. pots	....	.11	.10
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Taxus cuspidata, 1-yr. pots	....	.11	.10
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Taxus hupehensis, 1-yr. pots	....	.11	.10
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Taxus media, 1-yr. pots	....	.11	.10
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2 per cent discount and free packing for cash with order.	....		
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250 plants at 1000 rate.	....		
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MIAMI NURSERY CO.	....		
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Tipp City, O.	....		
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## LINING-OUT EVERGREENS POTTED EVERGREENS

Each—Per 100 Per 1000			
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Pot size 100	....	\$0.20	\$0.16
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Per size 1000	....	.18	.15
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Pot size 100	....	.18	.15
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Per size 1000	....	.24	.21
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Pot size 100	....	.20	.16
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Per size 1000	....	.24	.22
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Pot size 100	....	.25	.22
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Per size 1000	....	.22	.20
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Pot size 100	....	.22	.20
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SHEARED SPECIMENS	
25 Viburnum rhytidophyllum,	Each \$5.75
4 to 4½ ft.	\$5.75
55 Viburnum rhytidophyllum,	6.75
4½ to 5 ft.	6.75
40 Juniperus chinensis pfitzeriana,	5.00
3½ to 4 ft.	5.00
10 Juniperus chinensis pfitzeriana,	6.50
4 to 4½ ft.	6.50
40 Thuja occidentalis aurea nana,	1.75
15 to 18 ins.	1.75
45 Thuja occidentalis aurea nana,	2.25
18 to 24 ins.	2.25
200 Thuja occidentalis woodwardi,	1.75
18 ins.	1.75
175 Thuja occidentalis pyramidalis, 3 ft.	2.50
50 Erythronium fortunei radicans,	80
15 to 18 ins., heavy	80
15 Juniperus virginiana burkii,	4.75
4 to 4½ ft.	4.75
25 Juniperus virginiana Dundee,	4.75
3½ to 4 ft.	4.75
15 Pinus strobus, 2 to 3½ ft., heavy	4.00
15 Pinus strobus, 3½ to 4 ft., heavy	5.00
Prices—F.O.B. Nursery	
Terms: 2 per cent—10 days; 30 days net.	
LAVALETTE LANDSCAPE NURSERY	
Box 453	Huntington, W. Va.

## PFITZER JUNIPER

Field-grown, sheared and well-shaped. Suitable for resale or extra-heavy liners. Shipped bare-rooted, packed in damp peat moss for cheap express.

Per 10	Per 100
8 to 10-in. spread	\$5.50
10 to 12-in. spread	8.50
12 to 15-in. spread	11.00
	100.00

## POTTED LINERS

Grown 1 yr. in 2½-in. pots.	Per 100
6 to 8 ins.	\$20.00
8 to 12 ins.	30.00

## WARE BROS. NURSERY

P.O. Box 469  
Houston, Miss.

## TRANSPLANTS FOR FALL '52

No shipping after Nov. 10.

## BEDDED

	100	1000
50,000 Scotch Pine, 2/1,		
3 to 5 ins.	\$5.00	\$30.00
50,000 Norway Spruce, 2/2,		
3 to 5 ins.	6.00	35.00
2000 Mugho Pine, 2/2, 3 to 5 in.	6.00	35.00
OPEN FIELD ROW		
5000 Mugho Pine, 3/2,		
4 to 6 ins.	10.00	75.00
2000 Norway Spruce, 3/2,		
6 to 8 ins.	7.50	50.00
3000 Norway Spruce, 3/2,		
8 to 10 ins.	10.00	75.00
Cash with order or one-half cash with order, balance C.O.D. Net. No discounts, 500 trees at the 1000 rate.		

## ARMINTROUT'S NURSERY

Allegan, Mich.

## FALL ITEMS IN LANDSCAPE SIZES.

	Each
White Pine, 3 to 4 ft.	\$2.50
Irish Juniper, 3 to 4 ft.	2.50
Pfitzer Juniper, 18 to 24 ins.	2.75
Greek Juniper, 24 to 30 ins.	2.50
Polish Juniper, 2½ to 3 ft.	2.00
Burk Juniper, 3 to 4 ft.	5.00
Keteleer Juniper, 3 to 4 ft.	5.00
Canaert Juniper, 3 to 3½ ft.	2.50
Redbud, 6 to 8 ft.	2.50
Pink Dogwood, 4 to 5 ft.	5.00
Magnolia Nigra, 3 to 3½ ft.	4.50
All stock well-sheared, root-pruned, transplanted and sprayed. Inspection invited. Multiples of 10 or more. A. A. N. grading.	
TILLMAN NURSERY	
R. R. 3 Highway 66 Phone 699 2649	
4 miles out of Evansville	
Newburgh, Ind.	

500 Juniperus pfitzeriana, 18 to 24 ins.	
18 to 24 ins., 2 to 2½ ft., 2½ to 3 ft.	
1000 Retinospora plumosa,	
2 to 2½ ft., 2½ to 3 ft.	
500 Retinospora plumosa aurea, 2 to 2½ ft.	
2000 Taxus cuspidata,	
15 to 18 ins., 18 to 24 ins.	
500 Taxus cuspidata Moon's columnaris,	
2 to 2½ ft., 2½ to 3 ft.	
500 Taxus cuspidata brevifolia nana,	
12 to 15 ins., 15 to 18 ins.	
500 Thuja occidentalis compacta (globosa),	
12 to 15 ins., 15 to 18 ins., 18 to 24 ins.	

This pine is heavily trimmed, compact first-class material. Write for quotations or stop in and inspect.

MOUNT HOLLY NURSERIES  
E. Garden St. Mount Holly, N. J.

**TUJUA PLICATA**—(Western Arborvitae)  
Immediate shipment on heavy, 4-yr.-old trans. in field beds 2-yr. Prices each per 1000.  
8 to 10 ins. 15c  
10 to 12 ins. 25c  
12 to 15 ins. 35c

Cash with order.

JOSEPH A. HREN NURSERIES  
East Hampton, L. I., N. Y.

LANDSCAPE-SIZE EVERGREENS			
Well-sheared, Heavy, XXX, Field-grown	B&B	Per 10	Per 100
PFITZER AND SAVIN JUNIPER,			
18 to 24 ins.		\$40.00	\$350.00
2 to 2½ ft.		45.00	400.00
2½ to 3 ft.		50.00	450.00
3½ to 4 ft.		60.00	550.00
SCOTCH AND WHITE PINE,			
B&B, Well-shaped.			
Each			
2 to 2½ ft.		\$32.00	
2½ to 3 ft.		35.00	

HAGGERTY LANDSCAPE NURSERY			
2600 South 48th			Lincoln 6, Neb.

Each

Taxus Cupidata

30 to 36 ins.

36 to 42 ins.

Taxus Hicksii

15 to 18 ins.

18 to 24 ins.

Thuja Nigra

2 to 2½ ft.

Thuja Pyramidalis

5 to 6 ft.

RINGDAHL'S NURSERIES

Mohawk Acres

Route, New York

EUONYMUS PATENS

Heavy, 3-yr., Field-grown

Per 10

12 to 15 ins., bare-root

13 to 18 ins.

15 to 24 ins., bare-root

16 to 25 ins., bare-root

For balled stock add 25%.

2-yr. Field-grown.

12 to 15 ins., bare-root

15 to 18 ins., bare-root

18 to 24 ins., bare-root

HAGGERTY LANDSCAPE NURSERY

2600 South 48th Lincoln 6, Neb.

Each

CANADIAN HEMLOCK

The trees we are offering are in surplus and are fine, fibrous-rooted, 3-times transplanted stock, sheared and excellent for landscape trade.

2½ to 3 ft., XXX, B&B.....\$3.75

3½ to 4 ft., XXX, B&B.....4.75

3½ to 4 ft., XXX, B&B.....5.75

No Boxing.

This excellent stock will be sold only on a strictly cash basis.

HAAS HOME NURSERIES

29th and Poplar St. Terre Haute, Ind.

EXTRA-HEAVY AND READY

FOR THE FIELD

Per 100

Taxus Cupidata, 8 to 10 ins., 2-yr., T.T.

Taxus Capitata, 10 to 12 ins., 3-yr., TT.

Taxus Capitata, 8 to 10 ins., 2-yr., T.

Taxus Capitata, 10 to 12 ins., 3-yr., TT.

Taxus Brownii, 8 to 10 ins., 2-yr., T.

Taxus Brownii, 10 to 12 ins., 3-yr., TT.

Taxus Hicksii, 10 to 12 ins., 3-yr., TT.

Tax. Hicksii, 12 to 15 ins., 4-yr., TTT.

Tax. Hicksii, 12 to 18 ins., 5-yr., TTT.

STROHL'S NURSERIES

1404 N. Anthony Fort Wayne, Ind.

Each

Andorra Junipers, 15 to 18 ins.

18 Andorra Junipers, 18 to 24 ins.

18 Andorra Junipers, 24 to 30 ins.

18 Irish Junipers, 2 to 2½ ft.

400 Juniperus Hetzii Glauca, 15 to 18 ins.

600 Juniperus Hetzii Glauca, 18 to 24 ins.

210 Canadian Hemlocks, 18 to 24 ins.

360 Canadian Hemlocks, 2 to 3 ft.

Usual quality, well-sheared B&B at our nurseries here. Beetle Zone ONLY.

W.HERRY'S NURSERIES St. Marys, W. Va.

BEAUTIFUL RED CEDARS

Per 1000

5 to 10 ins.

10 to 15 ins.

Per 100

15 to 24 ins.

24 to 36 ins.

3 to 4 ft.

Write for price list on B&B Evergreens.

Many varieties, also shrubs and shade trees.

ROLLERS NURSERIES Rogers, Ark.

EVERGREENS

White, Jack, Scotch and Mugho Pines.

Black Hill and Norway Spruce. American Arborvitae. Pyramidal, Pfitzers, Pathfinders and Red Cedars. These trees run from 4 to 8 ft., some larger. We would like to move them this fall. We have under new management.

SIZER NURSERY

Audubon, Iowa

PRIVET

Thousands Amur River North 12 to 18 ins.

\$2.00 per 100; 2 to 3 ft., \$4.00 per 100; 4 to 6 ft., \$5.00 per 100.

Attractive price on 1000 or more lots.

WOODLAWN NURSERY

Greenville, Ga.

Selling out Evergreens and nursery.

You dig all or part.

RIVER GROVE EVERGREEN

2611 Clarke River Grove, Ill.

Gladstones 3-4596

2 miles from Chicago

SELLERS NURSERIES INC.

Maynard, Mass.

We have 1200 Retinospora Ericoides plants

2 yrs. old, measuring from 2½ to 3½ ft. and over. These plants are perfect specimens. For prices write:

SILVERHILL NURSERY

Silverhill, Ala.

Several blocks well-grown Conifers.

Perfect sizes for landscape work.

Reasonably Priced.

Davenport Guerry Ornamental Nurseries

Macon, Ga.

## UNUSUAL RED FIRETHORN

Propagated from 20-yr-old acclimated evergreen specimen plant of Pyracantha coccinea lalandii from northern section where below zero occurs each year. 3 to 4 ins. \$10.00 per 100. Strong, once-transplanted, 8 to 6 ins., \$15.00 per 100; 7 to 8 ins., \$20.00 per 100; 9 to 11 ins., \$25.00; 12 ins. and up, \$30.00.

## PRAIRIE FLORETUM

Fall River, Kan.

3000 certified Moerheim Blue Spruce, 60c each. Strong rooted cuttings potted and growing in quart containers, \$6.00 per hundred.

10 per cent packing charge. Cash please. Should you desire to grow Blue Spruce we can teach you for a reasonable charge.

## KENHAVEN GARDENS

Route 1, Box 22

Rogers, Ark.

## SPECIAL OFFER

Juniperus Dundee and keteleeri, 3 T, heavy.

4 to 5 ft., \$4.50.

Juniperus virginiana glauca, extra-heavy, 4 to 5 ft., 4 T, sheared several times, \$5.50.

All well-shaped, clean stock, buyer to dig.

In lots of 100 or more. Still better prices in lots of 250 or more.

## ROSEBUD NURSERIES

Chicago Heights, Ill.

## EVERGREEN PLANT MATERIAL

ADVANCED LINERS in Alpine, Cornus, Cotoneaster, Herb Juniperus, Kalmia, Leucothoe, Pieris, Rhododendron, Taxus, Thuya, Tsuga, Viburnum.

Finished Trees in Colorado Blue Spruce.

All Certified for Western Shipment.

Write for Wholesale Price List.

H. W. WEBER EVERGREEN NURSERY

16 Summer St. Weston 93, Mass.

## EVERGREEN LINERS

Per Per

100 1000

Andorra Junipers, 15 to 18 ins.

18 Andorra Junipers, 18 to 24 ins.

18 Andorra Junipers, 24 to 30 ins.

18 Irish Junipers, 2 to 2½ ft.

2-yr. Mugho Pine (True Dwarf).

4 to 7 ins.

2-yr. Mugho Pine (True Dwarf).

4 to 7 ins.

2-yr. Mugho Pine (True Dwarf).

4 to 7 ins.

2-yr. Mugho Pine (True Dwarf).

4 to 7 ins.

2-yr. Mugho Pine (True Dwarf

## EVERGREENS—Continued

## FINISHED STOCK

Irish, Greek and Pfitzer Junipers; Ligustrum Lucidum, Retinospora Obtusa and Veitchii, Nandina, American Boxwood and many other items in small lots. Visit us before you buy.

HEFNER'S NURSERY  
Route 1, Box 60  
Conover, N. C.

## EUONYMUS PATENS

A small-leaved strain that makes excellent hedges. Liners from 2-in. pots, \$15.00 per 100. Field-grown and ready to be used for hedging, \$30.00 per 100.

J. H. SKINNER & CO. NURSERY  
Route 6  
Topeka, Kan.

## OLD ENGLISH BOXWOOD LINERS

Two years in bed, \$15.00 per 100, \$125.00 per 1000, cash with order. Free sample on request.

BROWN'S NURSERY  
Harmont, N. C.

## EUONYMUS

Radicans erectus, patens Newport, carrierei and coloratus, from 2-in. pots, 10c each.

## BALTIK VY

Nice stock from 2-in. pots, 10c each.

STRATFORD GARDENS, Delaware, Ohio

## FRUIT and NUT TREES

**SPECIAL PRICES** on 10,000 3 and 4-year-old Apple trees, which have to be moved this fall. Most of these trees will run 1 to 1½ ins. in diameter, \$20.00 per 100 in the row if you dig them up we ship them \$50.00 per 100. Varieties: Double Red Jonathan, Double Red Delicious, Double Red Rome Beauty, Winter Banana, Yellow Transparent, Winesap, Grimes' Golden, York Imperial, Wealthy, Turley, Stayman, Yellow Delicious. A few hundred 9/16-in. at \$20.00 per 100; 3 to 4 ft., bare-rooted, \$140.00 per 100, 1000 Cornus Florida Rubra, 2 to 3 ft., bare-rooted, \$220.00 per 100; 3 to 4 ft., bare-rooted, \$250.00 per 100.

**WANTED:** A few thousand Gingko, Ilex Burfordi, Julianae Barberry in lining-out grades. Taxus Capitata, Browni, Nana in 3 and 4-year-old transplanted liners.

EGYPTIAN NURSERY & LANDSCAPE CO.  
Farina, Ill.

## BEARING AGE FRUIT TREES

Apples, pears, peaches, plums, cherries and others from 3 yrs. to large specimens. Personally selected trees from well-spaced nursery rows to assure nicely developed heads and root systems. Truck delivery or express shipment. Ask for free fruit tree circular No. 52-1-A.

OAK PARK NURSERIES  
Leslie H. MacRobbie, Owner  
East Patchogue, L. I., N. Y.

SCHLEY PAPERHELL PECANS — Command top market price; thin shell. Tree is vigorous grower, good landscape item. Write for prices of grafted Pecan, Walnut and Persimmon trees. Bare-root or packaged. Use business letterhead, please!

ARP NURSERY CO.  
Box 867-C Tyler, Tex.

## GROUND COVERS

Vinca minor (Periwinkle or running Myrtle), 15 canes, individually made up; 3 yrs. freshly dug, \$50.00 per 1000. Pachysandra, 1 to 2-yr. strong, \$55.00 per 1000.

H. C. WAUGH  
R. F. D. 2, Cheshire, Ohio

PACHYSANDRA TERMINALIS.  
Strong, 1-yr., field-grown, \$65.00 per 1000.  
HILLCREST GREENHOUSES, Franklin, Pa.

## HARDWOOD CUTTINGS

## HARDWOOD CUTTINGS

Hardwood cuttings from our own blocks, hand-trimmed, 6 to 9 ins., ready for bed planting. Guaranteed true to name. Per 1000

Spiny Greek Juniper, (Excelsa Stricta) ..... \$20.00  
Pfitzer Juniper ..... 15.00  
Hetz Blue Juniper ..... 20.00  
Savin Juniper (Sabina) ..... 20.00  
Irish Juniper (Fastigiatum) ..... 15.00  
Swedish Juniper (Communis Suecica) ..... 20.00  
Burk Juniper (Virginiae Burkii) ..... 20.00  
Hill Dundee Juniper (Virginiae Hillii) ..... 20.00  
Silver Juniper (Virginiae Glauca) ..... 20.00  
Pyramidal Arborvitae,  
(Occidentalis Pyramidalis) ..... 15.00  
Siberian Arborvitae (Wareana Robusta) ..... 20.00  
Dark Green Arborvitae  
(Occidentalis Nigra) ..... 20.00  
Plume Cypress (Ret. Plomosa Pisifera) ..... 20.00  
Spreading Yew (Taxus Cuspidata) ..... 20.00  
Upright Japanese Yew  
(Taxus Cuspidata) ..... 20.00

Note that our prices have been lowered at least 20% to compensate for increased cost of transportation. Delivery any time.  
Packed free, but cash with order, please.

BOB NEPRASH NURSERY  
Route 2  
Cedar Rapids, Ia.

## HARDY PLANTS

## SNYDER'S

PERENNIAL SPECIALTIES

Strong, blooming-size plants from open field beds, started early this spring, unless otherwise described.

Priced per 100; 25 at the 100 rate.

Achillea Filipendulina, yellow ..... \$3.00

Alyssum Saxatile, golden-yellow ..... 3.00

Alyssum Citrinum, lemon-yellow ..... 4.00

Anemone Pulsatilla, heavy plants ..... 4.00

Aquilegia Double's long-spurred mixture ..... 3.00

Aquilegia Clematisiflora, large spurs; mix. ..... 3.00

Baptisia Australis, heavy plants ..... 4.00

Catananche Caerulea, blue ..... 3.00

Careopsia Acrilacata Nana, head divisions ..... 4.00

## CARNATION GRENADEIN

Thinly sown, bushy plants; colors below. \$4.00

Dark red, White, Scarlet, Yellow, Rose, Mixed.

Delinium Lamartine, heavy plants ..... \$4.00

Dianthus Allwoodii, rich colors ..... 4.00

Dianthus Deltoides Erecta, bright red ..... 3.00

Dianthus Rose Cushion, dwarf, deep pink ..... 4.00

Dianthus Plumarius Spring Beauty, double ..... 3.00

Dicentra Eximia, bushy plants ..... 7.00

Dictamnus Fraxinella, pink; 2-year ..... 7.00

Dictamnus Fraxinella Alba, white; 2-yr. ..... 7.00

Euphorbia Corollata, heavy roots, white ..... 4.00

Gaillardia Aurea Pura, pure yellow; true ..... 4.00

Gaillardia Portola Hyb., all colors ..... 3.00

Hellanthemum Mutabile, dwarf, evergreen ..... 3.00

## HEUCHERAS

Flat-grown, from open frames, over 1 year old.

Sanguinea, standard red ..... \$5.00

Sanguinea Splendens, extra fine red ..... 6.00

## GYPSOPHILA (BABY'S BREATH)

Oldhamiana pink; late summer ..... \$4.00

Pacifica, pink; midsummer; heavy plants ..... 4.00

Paniculata double. Snow White ..... 4.00

Paniculata, common misty sort ..... 3.00

## IBERIS SEMPERVIRENS

(Evergreen Candytuft).

From seed, bushy plants ..... \$4.00

Purity, large flowers, dazzling white; true stock; transplanted to field rows in June ..... 7.00

Lavandula Munstead's Strain, bushy plants ..... \$4.00

Linum Flavum Compactum, heavy, bushy plants ..... 5.00

Lychnis Chalcedonica, bright red ..... 3.00

## LIATRIS

All strong bulbs; blooming size.

Longifolia Punctata, September on ..... \$3.00

Pycnostachya Early Hybrid, July blooming ..... 3.00

Pycnostachya, tall; August blooming ..... 2.50

Spicata, 30-in. spikes; July 1, earliest ..... 3.00

Scarlet, August on ..... 5.00

Seriata September Glory, Wayside, earlier ..... 4.00

Seriata September Glory, later ..... 4.00

Seriata Alba, pure white; September bloom ..... 5.00

Monarda Avalon Hybrids, mixed colors ..... \$4.00

Nepeta Mussini, dwarf; lavender-blue ..... 3.00

Oenothera Missouriensis, heavy plants ..... 5.00

## ORIENTAL POPPIES

All 2 summers in beds, many bloomed.

Bracteatum, deep glowing red ..... 4.00

Excelsior, fine mixture, including deep red ..... 4.00

Feltham, pink and orange; mostly blotchless ..... 4.00

Queen Alexandra, striking pink shades ..... 4.00

## PHLOX SUBULATA

1-year, frame-grown, except blue.

Alexander's Favorite, large pink ..... \$8.00

Crimson, between pink and red; excellent ..... 8.00

Emerald Cushion Blue, field divisions ..... 4.00

## PLATYCODONS

All 2-year stock, have bloomed and have been rogued. 1-year, any variety \$3.00.

Double Blue ..... \$5.00

Double White ..... 5.00

Mariesii, dwarf blue ..... 5.00

Single Blue ..... 5.00

Shell-pink ..... 5.00

## POLYANTHUS

Heavy plants from finest seed. April sown.

Choice mix, giant flowers, all colors ..... \$5.00

Giant Crimson, rich, even color ..... 5.00

Giant Orange, shades of orange ..... 5.00

Giant Yellow, rich shades of yellow ..... 5.00

Giant White, a specially good strain ..... 5.00

Monarch Strain, best available mixture ..... 6.00

## PYRETHRUMS

All bushy plants, thinly sown in July.

Robinson's Giant Hybrids, large mix ..... \$5.00

Robinson's Dark Crimson, single ..... 5.00

Ruby Red, single ..... 6.00

Double Mixture ..... 5.00

## SHASTA DAISIES

Bushy plants from finest seeds obtainable.

Alaska, large flowers, small center ..... \$3.00

King Edw. VII, large, fine quality ..... 4.00

Marian Collier, lacinated, fringed effect 4.00

(Continued in next column)

(Continued from previous column)

MAYFIELD Giant, very large, free-flowering ..... 4.00

The Prince, 5-in. flowers, stiff stems ..... 5.00

Salvia Jurisici, dwarf, lavender-blue ..... \$4.00

Salvia Pratensis Blue, rich blue ..... 5.00

Saponaria Ocyoides, pink trailer ..... 4.00

Scutellaria Coerulea, 15-in., violet-blue ..... 4.00

Statice Dumosa, silver and lavender ..... 3.00

Statice Latifolia, misty lavender-blue ..... 4.00

Thlaspium Bee's Dwarf, lavender to purple ..... 6.00

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Shipment now or when needed.

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Due to ideal growing conditions, we have one of the nicest blocks of perennials we have seen. Good, heavy, field-grown plants are short in supply; so if you are in need of perennials, we advise you to order as early as possible.

Per 100

ARTEMISIA Silver King ..... \$2.00 \$15.00

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Three NEW ENGLISH ASTERS

\$2.00 per 10. \$25.00 per 100.

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VERONICA ICICLE, beautiful white.

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VIOLET, Royal Robe ..... 2.00 15.00

YUCCA filamentosa

Write for complete list.

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NEW ENGLAND'S Largest Perennial Grower

## HARDY PLANTS

Campanula persicifolia, T. ..... \$7.00

Carnation Grenadine, red, rose, white, or yellow, 1-yr. T. ..... 4.50

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Funkia, lavender, divisions ..... 8.00

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Strong, field-grown grafts. Named varieties,

ORIENTAL POPPIES  
Heavy field-grown stock

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Mentor, O.

Winter-hardy Plants. 25 at 100 rate.

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HARDY PLANTS 100 1000

Funkia Variegata, 3 to 5-eye...	\$0.15	\$0.14
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Dicentra Exima, 3 to 5-eye...	.15	.10
Dicentra Formosa, 5 to 8-eye...	.40	.35
Dicentra Formosa, 3 to 5-eye...	.30	.36

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Dock Road Madison, O.

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Per 100

Spearmint ( <i>Mentha Spicata</i> ), R. C.	\$.35.00
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R. 3 Jamestown, N. Y.

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Thousands of large, field-grown, well-rooted plants. Scarlet-red, pink and lavender. \$10.00 per 100; \$30.00 per 1000.

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Ostrich, Clayton, Lady and Maidenhair, \$7.50 per 100; XX size \$10.00.

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Taylors Falls, Minn.

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Pansies, perennials and rock plants in wide variety. Send for catalog.

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Giant Double Lily of the Valley (rare). \$50.00 per 100 pips. Delivery October-November.

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Best quality, well-berried sprays. All freshly cut and hormone-treated. Shipped in 10-lb. cartons, 55¢ per lb., 45¢ per lb. in 100-lb. orders or over.

Priced F.O.B. Portland. Order early!

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HOLLY—Ilex crenata rotundifolia, Ilex crenata convexa, Ilex cornuta, Ilex cornuta burfordii, Ilex glabra in gal. cans. 8 to 10 ins., 90¢; 10 to 12 ins., \$1.00; 12 to 15 ins., \$1.25. See them. Discount on 5000.

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## IRIS PUMILA ATROVIOLENCEA

True stock, nice, strong plants. \$12.00 per 100. Iris Dichotoma, Vesper iris, \$8.00 per 100.

PRAIRIE FLORETTUM Fall River, Kan.

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Healthy roots from 1-yr. transplanted stock.  
Priced per 100  
(25 or more plants of one variety  
sold at 100 rate)

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Mme. Louis Aureau	10.00
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Mulberry Rose	12.00
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## AUTUMN-FLOWERING IRIS PUMILA

Excelsa	\$15.00
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Hardy ENGLISH IVY from stock surviving in our nursery at below zero temperatures. Rooted cuttings, \$30.00 per 1000. PREPAID.

BABCOCK GARDENS

R. 3 Jamestown, N. Y.

Hardy English Ivy and Hahn's strong 2-in. \$8.00 per 100; \$75.00 per 1000.

JACOB SCHULZ

831 Cherokee Rd., Louisville 4, Ky.

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FALL, 1952 SPRING, 1953

	Per 100	Per 1000
20,000 Althaea, 1-yr. sdgs.	\$ 7.00	\$ 35.00
9600 Berberis Thunbergii		
2-yr. T. FR.	7.50	65.00
1600 Cotoneaster Divaricata		
2-yr. 9 to 12 in., T. FR.	30.00	250.00
9000 Cydonia Japonica		
1-yr. sdgs.	4.50	35.00
675 Euonymus Radicans		
Coloratus	35.00	300.00
500 Euonymus Radicans		
Variegatus	35.00	300.00
1000 Hydrangea P.G.		
1-yr. 9 to 12 ins.	15.00	140.00
1000 Hydrangea P.G., 2-yr.		
12 to 15 ins., T. FR.	30.00	250.00
1000 Philadelphia Virginialis		
2-yr. 15 to 18 ins., T. FR.	30.00	250.00
4200 Picea Excelsa		
3-yr. T. FR.	30.00	250.00
5000 Pieris Japonica		
1-yr. T. 10.00	90.00	
10,000 Pieris Japonica		
2-yr. TT	30.00	250.00
2300 Pieris Japonica		
3-yr. TT	40.00	350.00
500 Taxus Media Helleri		
No. 92, 2-yr. T.	30.00	250.00
1000 Taxus Media Hicksii		
2-yr. T.	30.00	250.00
1500 Taxus Media Microphylla		
2-yr. T.	30.00	250.00
1500 Thuya Occidentalis Nigra		
3-yr. TT, FR.	70.00	600.00
2500 Thuya Occidentalis Pyramidalis		
2-yr. grafts, FR.	70.00	600.00
5000 Thuya Orientalis		
Grafting		
size, 2-yr. T.	7.00	60.00
3500 Thuya Orientalis Aurea		
Nana (Biota).		
2-yr. grafts, FR.	60.00	500.00
3000 Wistaria Sinensis		
1-yr. sdgs.	4.50	35.00
Each	Each	Per 1000
3000 Baltic Ivy, 3-in. pots.	30c	25c
1000 English Ivy, 3-in. pots.	30c	25c
T—Once Transplanted:		
TT—Twice Transplanted: FR—Field Row		
Samples mailed on request.		
BOULEVARD NURSERIES		
Newport, R. I.		

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ARISTOCRATS OF THE ORNAMENTALS  
—Azaleas, Dogwood, Cotoneaster, Franklinia, Ilex crenata and opaca, Juniper, Lilac, Magnolia, Pieris, Pyracantha, Rhododendron, Taxus, Viburnum, Wistaria and many others in lining-out grades. 31 years' experience and an earnest desire to please assure quality. Also 2 full pages of young, salable stock, excellent for immediate cash-and-carry turnover. Write for free new catalog today.

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## LINING-OUT STOCK

VIBURNUM OPULUS STERILE, common Snowball. Well-rooted cuttings, ideal for potting now and lining out next spring. \$9.00 per 100, \$85.00 per 1000. Cash please. No packing charge.

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Ottawa, Kan.

## LINING-OUT STOCK

Chinese Chestnuts, 1-yr., \$3.00 per 10; \$25.00 per 100.

Dwarf Blue Arctic Willow, 1-yr., 9 to 15 ins.

\$10.00 per 100; \$90.00 per 1000.

BEARDSLEE NURSERY Perry, Ohio

## PEONIES

## PEONIES

Best Nursery-grown. Attractively Priced.

Avalanche, \$50.00 per 100; M. Jules Elle, \$35.00; Reine Hortense (Taft), \$30.00; Sarah Bernhardt, \$40.00; Richard Carvel, \$60.00. This is only part of our list; write for full list. We can supply large plants for potting.

STYER'S PEONIES IN POTS AND

READY TO BLOOM AND GUARANTEED TO GROW, the only way to make honest spring sales, a certain money item in April and May. Ask for price list and delivery arrangements.

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## QUALITY PEONIES

3 to 5-eye divisions Per 100

Avalanche, large late white . . . \$ 25.00

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Festiva Maxima, early white . . . \$ 30.00

Kelway's Glorious, white, fine . . . \$ 20.00

Mona Jules Elle, large, early pink . . . \$ 25.00

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25 at 100 rate

Carthage, Mo.

## HIGH-QUALITY PEONIES

We have top-quality, 3 to 5-eye divisions of Mona Jules Elle, Mme. de Verneville, Felix Crouse, Comtesse d'Or to offer. Let us quote prices on your needs.

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Leavenworth, Kan.

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## PHLOX SUBULATA

Our Moss Phlox are wonderful this year. Be sure to write for our new list before you buy Creeping Phlox.

WALTERS GARDENS

Rt. 2 Zeeland, Mich.

## HARDY PHLOX

We have a fine block of Phlox this year, over 60 varieties to choose from. Write for your new list, now ready.

WALTERS GARDENS

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MARTIN'S ROSE NURSERY

BETTER ROSEBUSHES FOR LESS MONEY

## Wholesale Only

Lists now ready

Nurserymen, Florists & Dealers

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## The Nursery

## THAT

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List mailed promptly to the trade.

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## ROSEBUSHES

2-yr. plants, grown right, graded right, packed right. Very complete assortment of varieties. Write for prices and book your requirements now.

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**ROSES**  
Surplus list for immediate delivery of 2-yr. old roses, field-grown by the latest scientific methods.

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Mary Hart	Pink Radiance
Etoile de Hollande	Mrs. Chas. Bell
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Golden Charm	Betty Upchard
Konigin Luise	Dainty Bess
Mrs. P. S. du Pont	Margaret McGredy
Paul's Scarlet	J. J. L. Mock
Pink Radiance	Paul Neyron
Red Tallisman	Doctor
Rouge Mallerin	Picture
New Dawn	Contrast
Talisman	Sterling
Mary Wallace	Hilda
RED	
Christopher Stone	Red Tallisman
**Marechal Niel	Red Columbia
POLYANTHAS	Better Times
Baby Chateau	Radiance
Else Poulsen	Etoile de Hollande
Floradora	Syracuse
Golden Salmon	Rouge Mallerin
Ideal	Poinsettia
Kirsten Poulsen	Christopher Stone
Mrs. R. M. Finch	Grenoble
Red Lafayette	Ami Quillard
Red Ripples	E. G. Hill
Cameo Pink	F. S. Key
Orange Triumph	Chas. K. Douglas
YELLOW	
Yellow Tallisman	Sensation
E. P. Thom	McGredy's Scarlet
Golden Charm	American Beauty
Golden Rapture	Gen. MacArthur
McGredy's Yellow	Red Briarcliff
Golden Dahlia	Night
Golden Ophelia	Mary Hart
Mrs. P. S. du Pont	WHITE
Soeur Therese	White American Bty.
Luxembourg	Caledonia
Roslyn	K. A. V.
Lady Hillingdon	Konigin Luise
Betty Grace Clark	White Radiance
Joanna Hill	F. K. Drusckii
Sunburst	Snow Queen
Luna	TWO-TONE
Yellow Condessa	Countess Vandal
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\*\*Marechal Niel is 5¢ extra per bush in all grades.

**BARE-ROOT PRICES**

	10-	100-	500-	1000-
	100	500	1000	Up
Each	Each	Each	Each	
XXX Jumbo	\$0.55	\$0.50	\$0.48	\$0.45
No. 1 Extra-heavy	.45	.40	.38	.35
No. 1½ Heavy	.38	.35	.32	.29

FO.R.D. Numerous no packing charges. 25 per cent deposit will hold order. Balance C.O.D. Sold only in bundles of 10 of grade and variety. Broken bundles of 10 are 15¢ extra per bush. ROOT-WRAPPED: Individually wrapped with a picture tag, paraffin dipped for only 20¢ extra per bush on all varieties.

WE ALSO GROW A WIDE SELECTION OF BETTER PATENT ROSES.

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**ROSES**  
California Field-grown Rosebushes  
Finest Quality  
Place Order for Fall Delivery Now  
Patented Varieties Only—Including  
Chrysler Imperial  
Write for Order Sheet  
and Free Color Brochure

DESCANSO DISTRIBUTORS, INC.  
Pipeline at Walnut  
Chino, Calif.

ROSES: Good assortment. 2-yr. plants. No. 1 grade, 40¢ each; No. 1½ grade, 30¢ each on orders of 250 and up. Free list.

P. O. TATE NURSERY

Route 3 Tyler, Tex.

**SEEDS****SEED**

Per lb.

Juniper, Virginia, Platte River cedar, clean seed	\$3.50
Juniper, Virginia, Platte River cedar, dried berries	.70
Chinese Arborvitae, clean seed	1.50
Russian Olive, clean seed	.80
Russian Olive, dried berries	.25
Osage Orange, clean seed	.90
Thornless Honey Locust, clean seed	.80
Multiflora Rose, thorny type, clean seed	3.50
Tatarian Honeysuckle, clean seed	4.50
Northern Hackberry, clean seed	1.50
American Plum, clean seed	.95

Complete list on request.

HOME NURSERY Cuba, Kan.

**NANDINA SEED:** Gathered fresh and shipped when desired. \$1.50 per lb.; minimum order, 2 lbs. Cash with order, express collect.

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**MULTIFLORA ROSE SEED** for living fence propagation and understocks. Selectively collected from upright, thorny parent stock acclimated to the midwest. Clean seed for fall delivery. F.O.B. Oquawka. \$3.75 per pound in lots up to 5 pounds: \$3.50 per pound 5 pounds and above. Large quantity quotations on request.

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SEED & NURSERY CO.**  
Oquawka, Ill.

**FRESH COLLECTED SEED BERRIES**  
Fall, 1952 Per lb.

Cornus Florida	\$0.65
Bayberry	.65
Ilex Glabra	1.00
Ilex Opaca	.75
Ilex Opaca, clean seed	3.50
Ilex Verticillata	.65
Juniperus Virginiana	.75

WM. J. WRIGHT R. D. 1 Bridgeton, N. J.

Multiflora Rose seed picked from thorny, upright plants. Order now for fall delivery from 1952 crop.

Order to 1 lbs. \$4.00 per lb.

6 to 25 lbs. \$3.75 per lb.

26 lbs. or more \$3.50 per lb.

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**PEACH PITS—HIGH GERMINATION**

About 5000 seeds per bushel. \$2.50 bushel. A-1 Peach seedlings, \$25.00 per 1000; \$3.00 per 100.

RIVERDALE NURSERIES Riverdale, Ga.

**SEEDLINGS****2-YR. EVERGREEN SEEDLINGS**

Per Per

9000 American Arborvitae,	100	1000
4 to 8 ins.	\$6.25	\$36.75

3000 Scopulorum Juniper

6 to 12 ins. 12.50

8000 Mugho Pine (certified Tyrolean seed), 2 to 5 ins. 5.75 35.75

1500 White Pine, 2 to 4 ins. 5.75 35.75

2500 White Spruce, 3-yr. seedlings, 4 to 7 ins. 6.25 36.75

10,000 American Red Pine, 6 to 12 ins. 10.75 48.75

2000 Banks Pine, 8 to 15 ins. 7.25 36.75

3000 Scotch Pine, 8 to 14 ins. 11.75 49.50

7500 Col. Blue Spruce, 4 to 8 ins. 9.75 49.50

700 Norway Spruce, 7 to 10 ins. 10.75

1500 Canadian Hemlock, 10 ins. 11.75

Terms: Remittance with order. PARCEL POST PREPAID. Send for price list.

NEUNER'S EVERGREEN NURSERY Eicher Road Emsworth 2, Pa.

**RED MAPLES****Japanese Maple Seedlings****100% TRUE RED**

All red branched transplants.

Per 100 Per 1000

2-yr., 6 to 8 ins., XX.....\$40.00 \$37.00

2-yr., 8 to 10 ins., XX.....45.00 42.00

2-yr., 10 to 12 ins., XX.....55.00 50.00

Extra-heavy Branched. Per 100

3-yr., 6 to 8 ins., XXX.....\$48.00

3-yr., 8 to 10 ins., XXX.....55.00

3-yr., 10 to 12 ins., XXX.....70.00

3-yr., 12 to 15 ins., XXX.....95.00

Bare-root packed in Sphagnum. Shipments late in October and on.

ELWOOD HUBBS 204 Delaware Ave. Palmyra, N. J.

Specializing in Maple Seedlings.

**SEEDLINGS**

Per 1000

Juniper, Virginia, Platte River cedar, 3-yr. T. 8 to 12 ins. \$70.00

Chinese Arborvitae, 3-yr. T. heavy, 10 to 12 ins. 30.00

12 to 18 ins. 40.00

Chinese Arborvitae, extra-heavy hedging, 18 to 24 ins. 60.00

Russian Olive, 6 to 12 ins. 20.00

12 to 18 ins. 30.00

Have a few thousand 5-yr. Platte River cedars, 2T, extra-heavy, 16 to 24 ins., for immediate effects in hedging, potting, etc.

\$15.00 per 100 \$125.00 per 1000

HOME NURSERY Cuba, Kan.

**JUNIPER SEEDLINGS**

Per Per

Juniperus Virginiana, 2-yr. 100 1000

8 to 10 ins. \$4.00 \$35.00

Juniperus Scopulorum, 2-yr. 6 to 8 ins. 6.00 50.00

Shipped muddled and moss packed.

Extra-nice plants.

THE HARRIS GARDENS, Enterprise, Kan.

**PIN OAK SEEDLINGS**

Per 100 Per 1000

6 to 12 ins. \$6.00 \$55.00

12 to 18 ins. 8.50 75.00

18 to 24 ins. 11.00 100.00

2 to 3 ft. 16.00 140.00

October or November delivery.

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**AMERICAN NURSERYMAN****EVERGREEN SEEDLINGS**

2-yr. Seedlings

100 1000

Colo. Blue Spruce, 2 to 4 ins. \$3.00 \$20.00

Eng. Blue Spruce, 2 to 4 ins. 3.00 20.00

Norway Spruce, 3 to 6 ins. 3.00 20.00

Scotch Pine, 4 to 8 ins. 4.00 25.00

Austrian Pine, 3 to 6 ins. 4.00 25.00

Douglas Fir, 3 to 6 ins. 4.00 25.00

3-yr. Seedlings

5.00 30.00

Eng. Blue Spruce, 3 to 6 ins. 5.00 30.00

Cash with order. Packing free.

Samples sent on request.

**ARTHUR CASH NURSERY**

Angola, N. Y.

HACKBERRY—Seedlings, qt. cans, 3 ft.

at 25¢ each. Ready now. Also write for prices

on seedling pecans.

**NEW BRAUNFELS NURSERY & FLORAL CO., INC.**

Howard W. Locke, Mgr.

P. O. Box 418 Braunfels, Tex.

**SHRUBS and TREES****FALL DELIVERY**

AZALEAS

Rosafiora, br. 2 to 4 ins. X. \$0.25

Gumpo, br. 2 to 4 ins. X. .25

Mollis, Flame, 2 to 4 ins. X. .25

br. 4 to 6 ins. XX. .40

br. 6 to 9 ins. XX. .60

br. 9 to 12 ins. XX. .75

Mollis Cream, br. 4 to 6 ins. XX. .40

br. 6 to 9 ins. XX. .60

br. 9 to 12 ins. XX. .75

Chamaecyparis Lawsoniana Stewartii. 10 to 12 ins. X. .35

Daphne Mezereum Rubra, 4 to 6 ins. .12

6 to 8 ins. .15

8 to 10 ins. .20

10 to 12 ins. .25

18 to 24 ins. heavy. .25

24 to 36 ins. heavy. .25

HEATHER

Carnegiea Rosea, 2 to 4 ins. X. .15

King George, 2 to 4 ins. X. .15

Mrs. J. H. Beale, 2 to 4 ins. X. .15

Mrs. Maxwell, 2 to 4 ins. X. .15

Medit. Alba, 2 to 4 ins. X. .15

Medit. Hybrid, 2 to 4 ins. X. .12

Springwood White, 2 to 4 ins. X. .15

Vivella 2 to 4 ins. X. .15

Juniperus Tamariscifolia, 2 to 4 ins. X. .10

4 to 6 ins. X. .15

6 to 8 ins. X. .18

Raphiolepis Ovalis, 2-yr. X. .15

Skimmia Japonica, green, 4 to 6 ins. X. .15

Skimmia Japonica, variegated, 4 to 6 ins. X. .15

Thujia Berckmans Aurea Nana, 4 to 6 ins. X. .20

Thujia Berckmans Aurea Nana, 8 to 10 ins. X. .20

Thujia Pyramidalis, 4 to 6 ins. X. .25

6 to 8 ins. X. .25

8 to 10 ins. X. .25

Thujia Woodwardi Globosa, 2 to 4 ins. X. .15

Thujia Woodwardi Globosa, 4 to 6 ins. X. .17

Viburnum Davidi, 2 to 4 ins. spread. .50

4 to 6 ins. spread, 2-yr. .75

6 to 8 ins. spread, XX. .25

Cash with Order. Please.

**FOUR STAR NURSERY**

Edmonds, Wash. Box 3529

FLOWERING SHRUBS—2-yr. (Cutbacks) Per 1000

5000 Phil. Virginialis, 3 to 4 ft. \$225.00

5000 Phil. Virginialis, 2 to 3 ft. 200.00

10,000 Salix Purpurea Nana, 2 to 2½ ft. 150.00

2000 Forsythia Spect. 4 to 5 ft. 200.00

2000 Forsythia Spect. 3 to 4 ft. 150.00

Per 100

250 Phil. Innocence, 2 to 3 ft. .35.00

200 Phil. Belle Etiole, 2 to 2½ ft. .35.00

300 Phil. Brachybotrys, 4 to 5 ft. .35.00

400 Phil. Atlas, 2 to 3 ft. .35.00

500 Hydrangea P. G., 18 to 24 ins. 20.00

Per

LINING-OUT STOCK  
FOR FALL AND SPRING

	Per	Per
1-yr. Seedlings	100	1000
Acer Palmatum, 6 to 10 ins....	\$ 4.00	\$ 30.00
Cryptomeria Japonica, 2-yr. Seedlings		
5 to 12 ins.....	7.00	60.00
Ilex Crenata, 4 to 6 ins....	4.00	30.00
Pinus Mugo, true dwarf, 4 ins.	1.00	25.00
Taxus Capitata, 3 to 5 ins....	7.00	60.00
Thuja Orientalis, 8 to 12 ins....	3.50	30.00
3-yr. Seedlings		
Picea Pungens Glauca, Colorado Blue Spruce, 4 ins.....	4.00	35.00
Thuya Occidentalis, 6 to 8 ins....	4.00	35.00
Thuya Plicata, 6 to 12 ins....	4.00	35.00
Thuya Plicata, 12 to 15 ins....	7.00	60.00
3-yr. XX Transplants		
Picea Abies, Norway Spruce, 5 to 8 ins.....	6.00	50.00
Picea Glauca, White Spruce, 4 to 6 ins.....	5.00	45.00
Pinus Strobus, White Pine, 6 to 8 ins.....	5.00	40.00
Pinus Sylvester, Scotch Pine, 10 to 12 ins.....	10.00	80.00
Thuya Occidentalis, 6 to 8 ins....	7.00	60.00
Thuya Occidentalis, 10 to 12 ins....	10.00	90.00
VAN DINE NURSERY		

Berdan Avenue, Preakness, Paterson, N. J.  
JAPANESE FLOWERING CHERRY  
PURSHIANTHUS PENDULUS

Japanese Weeping Flowering Cherry.  
The trees offered in this ad were collected  
for our firm from some of the best flowering  
trees in Occupied Japan.

2-YEAR-OLD, FIELD-GROWN TREES

2 to 3 ft.....	\$27.50 per 10
3 to 4 ft.....	37.50 per 10
4 to 5 ft.....	47.50 per 10

All trees are shaped and well-branched.  
Shipped bare-rooted, mudded and packed in  
damp peat moss for light express.

WARE BROS. NURSERY  
P. O. Box 469  
Houston, Miss.

Magnolia grandiflora ready now from pots  
potted last spring.

2 1/2-in. pot, 4 to 8 ins.....	\$15.00
3-in. pot, 6 to 10 ins.....	20.00
4-in. pot, 8 to 12 ins.....	35.00
4-in. pot, 12 to 18 ins.....	50.00

Gallon cans and larger at nursery.  
2-yr. row-run, 12 ins. to 3 ft. \$30.00 per  
100, bare-root.

Pyracantha coccinea, 4-in. pots, about 12  
ins., \$35.00 per 100.

Juniper, Hetz, 2-yr., topped last spring,  
mostly branched, bare-rooted, 12 to 15 ins.,  
\$50.00 per 100.

Prices are for cash with order and packed  
free. No parcel post. Please make order  
\$15.00 or more.

HARWELL NURSERY  
Van Buren, Ark.

QUALITY LINERS

	Per 100
Ilex crenata, 6 to 10 ins.....	\$17.50
Euonyx, alatus comp., 6 to 12 ins.....	17.50
American Holly, 6 to 12 ins.....	20.00
Pinus mughus, 4 to 8 ins., tr.....	20.00
Canadian Hemlock, 5 to 10 ins.....	20.00
Pieris japonica, 4 to 8 ins.....	22.50
Fr. Hyb. Lilacs, 6 to 12 ins., gr.....	27.50
Viburnum carlesii, 4 to 10 ins.....	40.00
Mag. soulangiana, 8 to 15 ins.....	85.00
Red-fl. Dogwood, 10 to 15 ins.....	85.00

Send for new fall list

POSSUM HOLLOW NURSERIES  
6227 Magnolia St., Philadelphia 44, Pa.

GRAFTED TREE PEONIES

50 named varieties to choose from if you  
order early.

1-yr. \$1.25, 2-yr., \$1.95.

HURRY! A 25 per cent deposit now will  
assure you of having these fine varieties on  
hand this spring. Trees leave Japan in  
October; so get your order off to us today.

No spring deliveries.

LAKE SAMMAMISH  
EVERGREEN NURSERY  
Rte. 1, Box 79 Stanwood, Wash.

SHRUBS AND TREES

We offer for fall and spring delivery  
European White Birch and Cutleaf Wng.  
Birch trees, 4 to 10 ft.; Paul's Scarlet and  
Cordata Thorne, branched, 5 to 10 ft.; White  
Birch seedlings in grades from 6 to 24 ins.  
Write for prices on any of the above stock,  
stating quantities and sizes wanted.

VILLA NURSERIES

Montavilla St., Portland 16, Ore.  
P. O. Box 5137

SUGAR MAPLE

4 to 6 ft.....	\$ 60.00 per 100
6 to 8 ft.....	100.00 per 100
8 to 10 ft.....	200.00 per 100

Collected, straight, well-rooted trees.

FINNERTY'S NURSERY Rensselaer, N. Y.

HONEYSUCKLE

*Lonicera halliana japonica*  
Heavy 2, 3 and 4 yrs., No. 1 field plants.  
3 to 4 leads, 18 to 24 ins., carefully graded.  
\$4.00 per 100, \$30.00 per 1000.

*Lonicera sempervirens*, Scarlet-red.  
Heavy 18 to 24 ins., \$10.00 per 100, \$80.00 per  
1000. No orders too large; immediate shipment.

WOODLAWN NURSERY  
Greenville, Ga.

ORIENTAL MAGNOLIAS  
(*Soulangeana nigra*)

Each

1 1/2 to 2 ft., bare-root.....	\$1.00
2 to 3 ft., bare-root.....	1.25
3 to 4 ft., bare-root.....	2.00
4 to 5 ft., bare-root.....	2.75

No charge for packing bare-root plants.

WELCH NURSERY, INC.  
Wilmer, Ala.

VINES

VARIEGATED VINVA MINOR (MYRTLE)

Variegated Vinva Minor. Beautifully col-  
ored. Strong rooted cuttings, \$6.00 per 100;  
\$50.00 per 1000.

BABCOCK GARDENS  
R. 3 Jamestown, N. Y.

Hall's Honeysuckle, large, extra-heavy, 2-  
year plants, carefully graded, \$4.00 per 100;  
\$20.00 per 1000. Good reduction on quantity  
orders. Immediate shipment.

TIDWELL NURSERIES, Greenville, Ga.

WANTED

WANTED TO BUY—Overgrown, one-sided  
or otherwise undesirable evergreens that can-  
not be sold to the regular trade. Any size.  
We wish to buy and cut for Christmas trees  
and greens. Blue Spruce, Japanese Umbrella  
Pine, Limber Pine, Douglas, Concolor and  
Frasier Fir desired. Write us.

O'DONNELL TREE EXPERT CO.  
P. O. Box 511 Greenwich, Conn.

SEEDS

Wanted: Shrub and tree seeds of all kinds.  
Write:

GULF STREAM NURSERIES  
Wachapreague, Va.

## SUPPLIES

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NURSERY BURLAP

Ready for prompt delivery. Burlap sheets  
sewed in continuous lengths. Accurately cut  
burlap squares for balling purposes. Mer-  
chandise made from selected, used burlap  
and burlap bags. No oily, smelly, or chemical  
stock. No old rag bags. All vacuum machine  
cleaned and holes seamed. Send for sample  
square and low prices.

STERLING BAG & BURLAP CO.  
41 Carolina St., Buffalo 1, N. Y.

FLATS

FLATS

Made from a good grade of Southern Yellow  
Pine dipped in "Rot Not" wood preserver  
for long life.

Standard specifications, inside measurements.

16 x 12x2 1/2..... \$39.28 per 100

16 x 14x3 1/2..... 27.06 per 100

20 x 14x2 1/2..... 26.61 per 100

20 x 14x3 1/2..... 31.07 per 100

22 1/2x15x2 1/2..... 20.49 per 100

22 1/2x15x3 1/2..... 35.35 per 100

All other sizes quoted on request. Prices  
F.O.B. Birmingham, Ala. We are manufacturers,  
not jobbers. Our quality guaranteed.

Prompt shipment on any quantity. Mixed  
shipments of Flats, Plant Boxes and Spray  
Boards. Write for our price list on these  
items. Attach check to order.

HIGHTOWER BOX & TANK CO.

P. O. Box 1449 Birmingham 1, Ala.

REDWOOD FLATS, K. D.

Fine stock obtainable. Guaranteed all  
clear heart. Size 20x16x3 ins. Inside measure,  
\$4.00 per 100.

1x1-in. Cypress stakes, pointed.

50 psc. to bundle, 4 ft., \$3.50 per bdl.

50 psc. to bundle, 8 ft., \$4.50 per bdl.

50 psc. to bundle, 8 ft., \$5.50 per bdl.

Ship same day. Cash with order, please.

YOHO & HOOKER, Youngstown, Ohio

MINNESOTA WHITE CEDAR FLATS.

12x16x2 1/2..... \$18.50 per 100

14x16x3 1/2..... 24.50 per 100

14x20x2 1/2..... 24.00 per 100

5x5x16..... 18.50 per 100

Other sizes quoted on request. F.O.B. Cook,

Minn. Please attach check.

H. C. HILL & SONS, Cook, Minn.

HAY

MARSH HAY FOR MULCHING

Clean; no weeds. Truckloads or carloads.

KOPFF HAY CO.

Beaver Dam, Wisconsin

LABELS

LABELS

Made from best grade of genuine Northern  
White Pine. The kind that lasts and lasts.

DAHLIA OR TREE LABELS

Priced per 1000 plain painted

1 1/2x5/6 ins. notched, not wired..... \$2.50 \$2.00

3 1/2x5/6 ins. wired (copper)..... 3.30 4.10

POT LABELS

Priced per carton

4x5/6 ins. (cartons 1000 each)..... 2.75 2.20

6x5/6 ins. (cartons 1000 each)..... 3.00 3.60

GARDEN STAKES

Priced per carton

8x 5/6 ins. (cartons 250 each)..... 2.00 2.50

10x 5/6 ins. (cartons 250 each)..... 2.20 2.40

12x1 1/2 ins. (cartons 100 each)..... 1.40 1.60

Our labels are perfectly white and smooth  
on both sides and are pronounced by growers  
in the heat and most economical.

"WE SHIP THE SAME DAY."

YOHO & HOOKER

Youngstown, Ohio

Introducing the Aluminum TA-LABEL.

Embossed with ordinary pencil. Same as  
writing. Rustproof and everlasting. Tree and  
pot type at \$4.75 per 1000; \$2.75 per 500;

65¢ per 100. Also quality printing. State-  
ments, letterheads, envelopes, certificates,  
gummed stickers, \$1.50 per 1000. Business  
cards, \$4.00 per 1000. All prices are post-  
paid. Write today for samples. Add us to  
your mailing list.

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ORCHID SUPPLIES

OSMUNDA: Fresh-cut "live" fiber

at all times.

Professional bag, \$2.50; Bushel, \$5.00

Standard Bale, \$12.00

PLASTIC LABELS—Copper or nickel-bearing  
Wire.

100 500 1000

Pot, 1/2 by 3 1/2 ins..... \$1.50 \$4.95 \$ 9.50

Pot, 5/8 by 4 ins..... 1.95 7.95 15.00

Orchid Spec. 5/8 by 4 1/2 ins.

red, blue, green, yellow

and white ..... 2.10 8.95 16.00

Wired, 5/8 by 2 ins. white..... 1.95 7.95 15.00

5/8 by 3 1/2 ins. white..... 2.15 9.00 17.00

5/8 by 3 1/2 ins. blue, green, red and yellow..... 2.25 9.45 18.00

White Strap Label.

5/8 by 6 1/2 ins..... 2.10 8.95 16.00

—Special—

NEW PRICE—ORIGINAL BUBBLE VASE

LAPEL PINS, \$1.25 doz. 2, 3, 5-in. Orchid

tubes with rubber caps, 60¢ per dos., \$4.10  
per 100.

WRIGHTWOOD FLORAL CO., INC.

2407 N. Main St. Houston 9, Tex.

Prices F.O.B. Houston. Subject to change  
without notice.

SPHAGNUM MOSS

WISCONSIN'S QUALITY SPHAGNUM

MOSS.

Clean, long-fibered, solidly packed in bur-  
lapped or wired bales of standard size,  
direct from drying beds. None better.

Trucked when feasible.

WARREN'S MOSS CO., Box 7, Warrens, Wis.

STAKES

EVERLAST

CYPRESS PLANT STAKES

These are the strongest, straightest, most  
durable and long-lasting plant stakes you can  
buy. Made of sun-cured Florida Tidewater  
Cypress. "The Wood Eternal." Each  
stake is approximately one inch square and  
pointed at one end. Packed in units of 31  
stakes.

4 feet long..... \$10.00 per unit of 31 stakes

5 feet long..... 11.50 per unit of 31 stakes

6 feet long..... 12.50 per unit of 31 stakes

F.O.B. New York. Immediate shipping

(Write for special prices F.O.B. Florida)

McHUTCHISON & CO.

55 Chambers St. New York 1, N. Y.

CYPRESS PLANT STAKES

50 Pieces to Bundle.

1x1-in.—3 ft., pointed..... \$2.50 per bundle

1x1-in.—4 ft., pointed..... 3.50 per bundle

1x1-in.—5 ft., pointed..... 4.50 per bundle

1x1-in.—6 ft., pointed..... 5.50 per bundle

1x1-in.—7 ft., pointed..... 7.00 per bundle

These stakes are made of cypress and red-  
wood, are good, strong stakes and will give  
long service. "A little better than seems  
necessary."

WE SHIP SAME DAY!

YOHO & HOOKER

Youngstown, Ohio

STAKES, GALVANIZED HARD STEEL,  
STAKE FASTENERS and COTTON TWINE.

Prices and samples sent upon request.

SCHUPP SUPPLY CO., Wilmette, Ill.

MISCELLANEOUS

LARGE LANDSCAPE MATERIAL

## FAST, EFFICIENT TYING with "SAXMAYER" MODEL EM!



A small, fully automatic, electric bench model tying machine, self-adjusting to all sizes of bundles — especially designed for tying flowers and nursery stock in bundles up to 16 inches in circumference. It's light in weight, so simple in construction even a child can operate it. Write for illustrated folder describing 20 standard SAXMAYER Models serving over 100 different industries.

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**NATIONAL BUNDLE TYER CO.  
BLISSFIELD, MICHIGAN**

## NURSERY PINNING NAILS

6d and 7d Sizes

**LEONARD NURSERY SPADES**  
8 Different Patterns

*Available for Immediate Shipment*  
Write for 72-page Catalog

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## 20,000 POUNDS BALE R TWINE

2 20-LB. BALLS PER BALE — 260-LB. STRENGTH — 210 FT. PER LB.  
Sample Mailed on Request

**IDEAL FOR TYING SHRUBBERY, TREES, ETC.**  
**WHILE IT LASTS 20c PER LB.**

**MORRIS BROKERAGE & SALVAGE CO.**  
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## BURLAP

PRICES  
AND  
SAMPLES  
SENT ON  
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BAG & BURLAP CO.  
1219 PROSPECT AVE. • NEW YORK 59, N.Y.



## WOOD LABELS

*For Nurserymen*

**DAYTON  
FRUIT TREE LABEL  
CO.**

Ray and Kiser Sta. DAYTON, O.

## AMERICAN NURSERYMAN

### PLACE OF HORTICULTURE

[Continued from page 14.]

will demand, of its teaching and research centers and the federal government, research and services of an economic sort which will be comparable to those now benefiting all other kinds of agriculture and industry in our country. Then, and not until then, will the professional people working in the biological sciences of floriculture and ornamental horticulture find themselves in a position to be allocated their rightful share of the public and private monies to be used for such endeavors.

We have prepared preliminary reports\* representing seven years of work and planning, not one day of which has been under employment conditions with status. At this very moment there is not even one official position for this kind of work at either the state or federal level in this country or in other countries. Yet, it is obvious that these fundamental or basic statistical data, coupled with our heritage of 50 to 75 years ago, can become the building blocks or foundation upon which a more sound future can be built.

### Research Needs Financial Support

As we enter upon the second half of the 20th century the teaching, research and extension work pertaining to the biological sciences for floriculture and ornamental horticulture is pretty well-established in a geographic sense and merely needs financial support to permit adequate progress at existing locations. It is possible that for a time such progress would be throttled by a shortage of properly trained personnel. These developments and the growth or maturity of the industry being served do depend upon a counterpart in terms of economic or business information as a basis for making decisions and establishing policy at all levels.

Disregarding the importance of amateur or noncommercial interest in floriculture and ornamental horticulture, let us review a few meas-

\* 1. U. S. Bureau of the Census. "Horticultural Specialties," preliminary summary for the United States. 67 pp., illus. 1950 United States Census of Agriculture. July, 1952.

2. U. S. Bureau of Agricultural Economics. "Marketing Information for Commercial Floriculture," preliminary report. 21 pp., illus. United States Department of Agriculture. July, 1952.

3. U. S. Bureau of Agricultural Economics. "Marketing Information for Commercial Ornamental Horticulture," preliminary report. 21 pp., illus. United States Department of Agriculture. July, 1952.

urements of the commercial enterprises or industry having to do with flower, nursery, bulb and seed crops in 1950.

The production and distribution of these crops required the labor of more than 250,000 persons. Of these more than 175,000 persons were paid employees, of which more than 100,000 held full-time or year-around positions. About 45,000 were owners of unincorporated establishments, and more than 25,000 were unpaid family workers.

Labor directly paid for by the industry amounted to more than \$300 million, and the cumulative total of sales was more than \$1.5 billion. Not including establishments with sales of less than \$1,000, there were approximately 45,000 businesses implicated in producing and distributing the goods and services of floriculture and ornamental horticulture to the consuming public of 150 million persons in the United States in 1950. In most of the above respects floriculture represented two thirds of the total and the remaining one third was accounted for by nursery, bulb and seed items.

Detailed information for study at your leisure is presented in the preliminary reports and the final reports of the bureau of the census and the bureau of agricultural economics, which should be available within a few weeks.

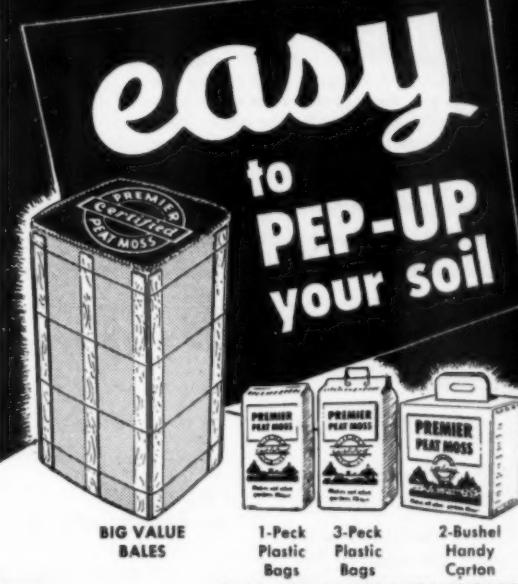
#### Important Factors

In an economic sense floriculture and ornamental horticulture are considerably more important as factors in the economy of the United States than might be concluded from consideration of the number of establishments or the general recognition granted by the uninformed public or equally uninformed persons of the industry.

For some years past and at the midpoint of the 20th century, the annual production of flower, nursery, bulb and seed crops approached being 2 per cent of the value of all farm production of the United States. The retail and service trade of floriculture and ornamental horticulture represented three fourths of 1 per cent of all retail trade in the country, and one half of 1 per cent of all the annual income which individuals had for spending or saving as they pleased.

With such proved economic importance or strength the professional workers and the industry centering around floriculture and ornamental horticulture should now be able to overcome the lethargy or decadence of earlier years of this century and

**With PREMIER—it's**



BAGS AND CARTONS FOR RE-PACKING

**T**here is no substitute for  
**PREMIER**  
—the organic soil conditioner

Experiment stations have emphasized that organic matter is needed—no matter what else you give your soil. And this is proven by the experience of nurserymen who use Premier Peat Moss all year on all soils. This highly absorbent, long-lasting, organic soil conditioner does a job that simply cannot be done by any other material.

Use and sell Premier—for soil conditioning PLUS! Packages for every need—from 1-pot bags to big bales. Write today for prices on Premier Canadian and European Peat Moss.

Premier Peat Moss Corp., 535 Fifth Ave., New York 17, N. Y.

## Salem FERTILIZER SPREADERS

All models are equipped with patented, automatic shut-off and selective feed control. Just lift the handle, and the flow of fertilizer stops.

16-in. model illustrated.

A small size for  
small lawns



Send for information on other models.

**The SALEM TOOL CO., Salem, Ohio**

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The GEM STENCIL DUPLICATOR saves money... gets results quickly! Hundreds of uses for every type of business and organization. We ship the GEM complete with all supplies, Guide Board for accurate printing and 60-page Book of Ideas at the special low price of only \$9.50 (<sup>a</sup> \$15.00 value).

### FREE TRIAL OFFER

Use the GEM FREE at our expense! SEND NO MONEY. Write and complete GEM outfit will be sent you postpaid. After ten days, send us only \$9.50 or return the GEM. You must be satisfied!

**BOND EQUIPMENT CO. Dept. 129**  
6433 Enright • St. Louis 5, Mo.



Our  
21st Year

## Nurserymen!! SAVE LABOR COSTS AND TIME...with a MODEL "RE" YORK RAKE

Built especially for nursery use, the Model "RE" York Rake is the answer to your landscaping and grading problem. Designed for use with either tractor or jeep, it's a real labor-saver, reducing hand raking to a minimum.

It does a finished grading job . . . is ideal for spreading top soil . . . works close to foundations or buildings . . . and is easily stored.

It's ruggedly built, with teeth of heat-treated alloy spring steel rigidly attached to carbon spring steel heads. May be adjusted for operation at 2 angles, or used in straight position. All controls operated by tractor's hydraulic system.

For Complete Information, Write to "DEPT. R-2":

**YORK MODERN CORPORATION • UNADILLA, N.Y.**  
*Rake Builders for More Than 30 Years*



forge ahead to be fulfilling again the heritage which was established by such persons as Colman, Hale and Bailey by the position they held in agricultural affairs of the nation during the later years of the 19th century.

### FIRE SAFETY BOOKLET

A new booklet on fire prevention for farms, "Your Farm and Fire Safety," has been published by the National Board of Fire Underwriters to replace the board's 1947 booklet, "Fire Safety on the Farm."

The booklet can be of value to any rural establishment that uses mechanized equipment, as this, the booklet finds, is the source of the many fire hazards that now exist on such property.

Nurserymen can profit from the description of proper safeguards for fire hazards, the establishment of adequate water supplies, the types of extinguishers to use and the alarm system needed to insure safety. Common hazards, such as careless smoking and misuse of electricity, as well as special hazards, such as faulty installation of power equipment, are pointed out. The 24-page booklet also warns about the danger from fires out of doors and gives instructions for the safe burning of rubbish and clearing of lands.

Single copies may be obtained without cost by writing to the National Board of Fire Underwriters, 85 John street, New York, N.Y. In the middle west, inquiries should be sent to the board at 222 West Adams street, Chicago, Ill., and west of the Rockies, to the board at 465 California street, San Francisco, Calif.

V. H. LYONS NURSERY, formerly at Mentor, O., has consolidated its entire operations on property at Blackmore road, Perry, O., where the nursery stock is grown.

## "YOU CAN'T BEAT PEAT"

### WE OFFER

	APPROX. pH
1. <b>BLACK CULTIVATED PEAT</b> . . . . .	6.5 to 7.0
A rich velvety peat humus.	
2. <b>HYPNUM PEAT MOSS</b> . . . . .	6.5 to 7.0
Unexcelled for most horticultural uses.	
3. <b>SPHAGNUM PEAT MOSS</b> . . . . .	4.0
Best for acid-loving plants.	

Available in bulk carlots of 60 to 150 cubic yards per car, milled and ready to use. Loaded in closed boxcars only. Also available in 4 sizes of plastic-lined, machine-compressed bags ranging from 4½ loose bushel size to small, printed, heat-sealed plastic bags.

Write or wire for quotations.

**ELI COLBY CO.**

HANLONTOWN, IOWA

"Suppliers to many of America's leading nurseries."

## English Type RAIL and HURDLE FENCE

### PROFITS For Nurserymen YOU SELL FENCE We Carry Inventory

ALL TYPES—From large Estates to Small Homesites.

FOR LONG LIFE—Entire Fence—(both posts and rails) treated with nationally known—  
**PENTA PRESERVATIVE**

**Large Stocks . . .  
Prompt Shipments . . .**  
Hand Split Chestnut Rails.  
Peeled Chestnut, White Cedar  
or Locust Posts



**RUSTIC TABLES**  
6 and 8 ft. long, frame work—  
Northern White Cedar. Tops  
and seats—Western Fir.

**Write  
for  
Catalog**

**WOOD PRODUCTS CO. TOLEDO 12, OHIO**

**WASHINGTON MEETING**

[Continued from page 10]

ries, blackberries, boysenberries, blueberries, strawberries and hybrids of the above.

**Collections**

The subject of collections for landscape jobs and from landscape men, which was led by Adolph Krause, assisted by Paul A. Mayer, Vic Mix, Jean Malmo, Harold Hopkins, Carol Wieting and Ray Adams, completed the day's program.

Paul Mayer suggested nurserymen follow the example of the building supply people. Ascertain the name of the owner of the premises and write him a letter. Present a properly written contract which includes the last ounce of grass seed used in the specifications and a description of the material and the labor. This will insure the owner of a better job; he will insist on the bill's being paid lest it become a lien on the property.

Harold Hopkins suggested that a card be issued to landscape gardeners in good standing with members of the A. A. N. He also suggested a rubber stamp to use on all statements, stating that the bill is due in 30, 60 or 90 days, whatever the time agreed upon. Then, if it is necessary to sue, the full amount can be collected, if it can be collected at all. If all nurserymen use a uniform stamp, and all agree on the same proceedings, the policy will have force.

Vic Mix, Vic Mix' Campus Nursery, Seattle, agreed with Mr. Hopkins, but suggested that the stamp read, "If paid in 30 days, 25 per cent discount will be allowed."

Ray Adams, Richmond Nurseries, Richmond Beach, also agreed with Mr. Hopkins, but thought that it might be a good idea to bill the customer directly and allow the gardener a kickback.

Carol Wieting, landscape gardener at Seattle and secretary-treasurer of W. S. N. A., reported that he had discussed this problem with his banker, his lawyer and an accountant. If the gardener is a poor risk it is his own fault, possibly because of ignorance. Most industries can take accounts to the bank and use them as collateral. Gardeners generally are undercapitalized. Nurseries should help gardeners to charge more for their work—help them develop a more businesslike setup. They should insist that the gardener and customer thoroughly understand each other. Trouble usually comes when the customer is allowed to remain vague as to costs for material and labor.

Mrs. Clark Malmo, Malmo Nurs-



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- ★ Highly Polished Swedish Steel Blade!
- ★ Bushman Teeth (Cut on Both Strokes)!
- ★ Varnished Beech Handle!
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- ★ Fastest-cutting Pruning Saw Made!

**The saw demanded by nurserymen!**

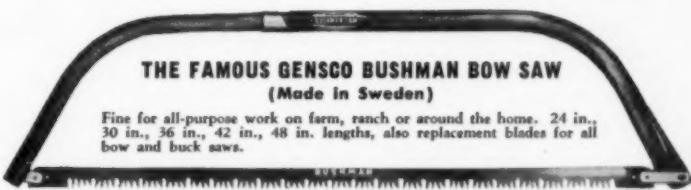
Famous, fast-cutting patented Bushman teeth cut on forward or backward stroke.

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**GENSCO TOOL DIVISION**

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A high-grade line designed for and sold to nurserymen for over 60 years.

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Size	Approx. Wt. per 200		Top Dia.	Bot. Dia.	Ht.	Price per 100 Regular	Price per 1000 Regular	Price per 100 Heavy	Price per 1000 Heavy
	Regular	Heavy							
No. 0	20 lbs.	50 lbs.	4 ins.	3½ ins.	4 ins.	\$2.75	\$25.00	\$3.75	\$35.00
No. 1	30 lbs.	70 lbs.	6 ins.	5 ins.	6 ins.	3.25	37.50	5.25	50.00
No. 2	48 lbs.	110 lbs.	7 ins.	5½ ins.	8 ins.	4.50	42.50	5.75	55.00
No. 3	60 lbs.	140 lbs.	8½ ins.	6½ ins.	9 ins.	5.00	47.50	6.25	60.00
No. 4 Pan	60 lbs.	140 lbs.	8½ ins.	7½ ins.	5 ins.	5.00	47.50	6.25	60.00

500 or more take 1000 quantity price. Send 50¢ for one set of Samples.

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Terms: 2% Cash with order. Net 30 Days.

Less than 100 pounds take 100-lb. freight rate.

Packed 100 and 200 per carton.

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eries, reminded the group of the labor lien law limitation of 45 days. The lien has to be made within 45 days after completion of the work. Many nurserymen keep the account open, however, by having a gardener go out and "inspect" plantings and do a little digging around. This gives them an additional 45-day opportunity to collect.

Everyone agreed that the best way to handle the problem of collections is to ascertain that everyone involved in the transaction understands perfectly what is to be done, how much it will cost and when the bill is due.

If a customer signs the order for the material and/or work, this constitutes a note, giving the nursery the right to collect and the right of collection costs. It was suggested that time limits be printed on invoices when these are printed. Someone reminded the group that a lawyer can draw up a contract that will allow the nurseryman to take up a lawn and plantings.

The executive board will take the suggestions made during the panel and work them up into a policy and practice procedure to submit to the group for its approval.

### Editor Honored

John B. Strander, editor of the association's progressive little monthly paper, "Balls and Burlap," was given a special tribute by the group for the fine job he had done during the publication's first year. He in turn paid tribute to Esther Gilbert, who, though paid for the mimeographing, mailing and all details incidental to putting the magazine into the hands of 850-odd readers, had become personally interested in the venture. Later, at the banquet, Miss Gilbert was voted a life membership in the association for her interest and cooperation.

John Strander was voted the advertising man of the year for having

JUST ONE APPLICATION OF

## ALFCO made the difference!

Photograph courtesy of  
Mr. R. L. Wheeler, Founder  
Central Georgia Nurseries  
Macon, Georgia



On August 15, 1951 Central Georgia Nurseries began a test with 6,000 Camellia seedlings. 28 flats (3,000 plants) received one application of ALFCO. An equal number were fertilized in the usual way—but not with ALFCO. This photo, made when they reached transplanting age, shows a typical flat from each group. See the marked difference in growth of the plants at right which received just one application of ALFCO!

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**LIQUID FERTILIZER**  
(5-10-5) Mineralized

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## METAL LABEL MARKERS

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Steel wire stakes with galvanized or green enamel finish—Aluminum and Galvanized Labels.

Also other Ideal Garden Gadgets.

SEND FOR  
DESCRIPTIVE FOLDERS  
TODAY



LANSING SPECIALTIES MFG. CO.  
LANSING 12, MICH.

## Imported DUTCH BURLAP SQUARES

### REED MATS

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AVAILABLE AT ALL TIMES

New Jersey Farm Supply  
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secured the most advertising for "Balls and Burlap."

During the banquet which followed several hours later at beautiful Lake Wilderness, Howard Andrews was given the past president's award. It was to be sent to him. Life memberships were awarded to Fred Wiggins, Seattle; Clyde Stocking, San Jose, Calif., and Dr. Richard P. White, Washington, D. C., as well as the afore-mentioned life membership to Miss Gilbert.

After dinner, the 152 guests settled themselves to hear Herr Prof. Ivar Haldequist, director of the Royal International Institute of Plant Studies, Stockholm, Sweden. Dr. Haldequist's talk sounded a bit learned, being billed on the program as "Newest Correlations Between Phytophysiology and Phytocytology." No one knew quite what it meant, but the title was impressive. So was the professor in his heavy rimmed nose glasses hung from a black ribbon. To everyone's secret relief, Herr Professor proved to be an entertaining talker, although he spoke with a slight accent. He did not hesitate to tell some good stories on his countrymen, either. But, every time he came close to his subject, he skirted off with another story. The newest correlations between phytophysiology and phytocytology still were unrevealed when, to thunderous applause, the Herr Professor sat down.

After acknowledgment by Mr. Leamer, the Herr Professor suddenly stood up again and was reintroduced as just plain Guy Anderson, whose days were spent in the dusty musty records of the Everett Courthouse on the business of the Washington Title Insurance & Abstract Co.

It was a sellout. Everyone was taken in.

After dinner there was fun in a "bathing beauty contest," with some well-known nurserymen doubling as the "beauties"; square dancing, and just visiting back and forth.

#### A. A. N. Chapter Meets

Despite the late bedtime on Monday, Tuesday morning's meeting of chapter 28, American Association of Nurserymen, was called to order by W. D. Plough, president, on time.

Harold Hopkins and Adolph Krause reported, as delegates, on the national convention of the A. A. N., held at Detroit. They were particularly pleased over the possibility of acceptance of the Washington group's invitation to hold the 1956 convention at Seattle.

Mr. Plough commented on the

**YOU WILL  
NEVER BELIEVE  
WHAT IT WILL DO**

**Until  
You  
Try It!**

If the Ford and Ferguson tractor owners, and owners of all other tractors that have the three-point suspension lift, knew what could be accomplished with the Gledhill Land Leveler, the Gledhill Road Machinery Co. would not be large enough to supply the trade with this tool.

We actually believe that if they knew what people that have bought them know, and what we know, there would be upward of thousands of these machines leaving our factory every day. We have known for a long time that it is hard to sell this piece of equipment by mail. This is because no man would believe it would do the quality and quantity of work that it will do, unless he actually sees it done.

We have been selling this machine for about five years. Every machine that has been sold has been sold with a positive money-back guarantee that after same has been used for one week, and if it is not entirely satisfactory, it may be returned or shipped back freight prepaid to the company and every dollar of the money will be refunded to the customer.

Over a period of years, this has resulted in three machines having been returned and the money refunded. Two of the three still had paint on the blade which proved to us that they had never been used. The other looked as though it had been used for about a week.

We have all sorts of testimonial letters on this piece of equipment—some of them so favorable to the machine, and boosting the machine so highly, you would think they were trying to sell it to us. They claim that

the machine has actually paid for itself on one or two jobs and they would not part with it at any price, unless they could get another one.

Yes, we make a profit on this machine. And if you need it, buy it and use it; where we make a dollar, you will make lots of them. Believe what we tell you about it and try it. You will be surprised when you see it work on preparing lawns, tennis courts, race tracks, baseball diamonds, farmers' fields, driveways, airfields—in fact, anywhere that you want an accurate top with semiloose material. A scarifier is available (at additional cost) in order to loosen hard ground.

Don't form an opinion, by looking at the picture, that this machine is too light and not built for heavy work. Where material is hauled and dumped in 4 or 5-yd. truckloads on a pile, back up to this pile, drop down on top and drive away pulling possibly  $\frac{1}{2}$  yd. off the top. About four or five passes this way, and you are able to pass over it, pull the balance off and spread it out evenly between the piles.

It is not necessary to keep turning around with this piece of equipment on small yards, for it works as well going backward as it does going forward. Ground can be pushed back for filling in around residences and in building a new grade. There is scarcely any hard raking to be done in preparing a lawn after using this piece of equipment.

Buy it . . . you will be glad you did. Try it . . . and if it is not satisfactory, return it to us and get your money back. Write for particulars.

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# Proven SOIL CONDITIONER

### DIRECT CARLOAD SHIPMENTS

#### FAFARD

##### NATURE'S SOIL CONDITIONER

Makes sandy soil more compact; lightens heavy clay soil; clean and free from weed seeds and disease spores  
**HIGHLY ABSORBENT**



##### ORGANIC

Prevents leaching and  
winds • improves soil:  
ing • encourages benefi-  
cial bacteria • is long  
lasting in the soil.

##### STIMULATES GROWTH

##### PEAT MOSS

- Bales
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Horticultural Peat-Humus

Samples furnished on request

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# SNOW FENCE is IDEAL for

## SPECIFICATIONS

Four feet high, heavy lath. Spaced 2 inches, with 5 double strands of twisted 12½-gauge, heavy galvanized wire. Painted with hot, red, mineral preservative which assures long life and neat appearance. Convenient-length rolls of 50 feet or 100 feet.

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HONESDALE, PA.

particularly fine display of publicity at the Detroit convention.

Clyde Stocking, San Jose, Calif., board member of the A. A. N. representing region 6, comprising the western states, made a special trip to Seattle to explain the organizational setup of the A. A. N. Until he was on the board, Mr. Stocking said, he never knew the services available to nurserymen, or how many problems confront the industry, or how necessary and important are our key men in Washington, D. C.

Paying tribute to Dr. White, Mr. Stocking went on to say that the more he saw of the association the more he could see its value. So many new laws and regulations appear that could put nurserymen out of business that all nurserymen must unite behind the Washington office, which is constantly on the alert to protect them, small growers as well as large.

### Dr. White Speaks

Dr. White was the speaker of the morning. He complimented the Washington group on its growth and enthusiasm, saying he could remember not more than a few years back when a meeting of 15 to 20 members was an exciting event. It indicates, he stated, the value of association work, which is a typically American cooperative way of conducting competitive business.

The nursery business, Dr. White went on, is familiar with two phrases: "I can buy it for less" and "What is there in it for me?" He said that the individual or the business which did not establish a firm source of supply, but rather shopped around on a price basis had only itself to blame when confronted with shortages.

The second question became the theme for the rest of his talk, "it" being membership in the A. A. N. and "me" the nonmember nurseryman, or the nurseryman not making

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LATH HOUSES**



Automatic  
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**\$24**  
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Orchid House  
**HUMIDIFIER**

Here is one of the several new "Standard" Humidifiers designed to provide accurate, automatic humidification in various size orchid houses. Easily installed. Inexpensive to operate. Fully guaranteed.

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**STANDARD ENGINEERING WORKS**  
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From Erie County's New Discovery

Nature's Stimulant for Greater Plant Growth

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full use of the services offered through his membership.

For the 1,450 members of A. A. N., the freedom from price controls and the record keeping necessary with price controls, which was secured for them by their Washington office, has represented many times the cost of their dues for membership.

The presentation of data to the railroads which allowed a 16,000-pound minimum load instead of the 24,000-pound minimum proposed, saving payment on from 4,000 to 8,000 pounds of air, also proved that membership in A. A. N. had much in it for "them." The same deal was made with motor carriers.

The protection given through work on fair trade practices, working with better business bureaus and through the presentation of standards to newspapers, magazines, radio and television broadcasting stations, was also cited.

Some towns are attempting to zone nurseries out of present locations, which in many instances means out of business. The movement, started in the east, is bad there, but is potentially disastrous on the west coast, where most nurseries have their own salesyards. Alertness to legal indefiniteness, such as the zoning law which defines nurseries as a place where plants are *grown*, is another function of the national office of A. A. N. This office is now trying to clear up this legal terminology. If zoning difficulties spread to the west coast, the problem should be easier to solve as a result of the work now going on.

Efforts by the national office of the A. A. N. to secure tax laws that recognize that nursery stock is a liability until sold have been successful to such an extent that this one service alone would cover membership dues for some time, Dr. White said.

He explained the group insurance plan now offered members of the A. A. N., reviewed the numerous sales aids offered A. A. N. members, and the campaigns for promotion worked out on regional and national levels and wound up his presentation with the showing of slides giving the "Story of the A. A. N. Office."

The panel discussion which followed, on advertising and merchandising, led by Adolph Krause, practically continued Dr. White's final subject.

#### Proposes Two Meetings a Year

Mr. Plough summed up the morning meeting with a proposal that the two groups have two meetings a year, one intensive business meeting in the winter and one partly recre-

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AND MACHINE COMPANY

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# AN IMPORTANT ANNOUNCEMENT TO THE EVERGREEN TRADE — ANOTHER LABORSAVER BY HILLMAN

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Arthur C. Hillman and son, who for the last 20 years have been supplying the florists' trade with evergreen wreaths, last year introduced a revolutionary new method of making wreaths. This new method\* is being acclaimed by many to be the greatest timesaver in all wreathmaking history.

By using the same machine that is used to make wreaths, and for which special clips are furnished, you can now make evergreen roping (any type of greens can be used) **faster and better at less cost**.

Select your base (wire or rope) and the type of greens desired. Then place the special clip into a Hillman wreather machine, surround the base with desired amount of greens, place into clip and step on foot pedal to close the clip over greens. Repeat until desired length of roping is reached.

If you already have a Hillman wreather machine, send for free sample of clips and instruction sheet; or write for introductory offer of one machine and 500 clips (about ten clips are used per yard of roping).

Prices and instructions upon request.

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## BURLAP NURSERY SQUARES

Cut from used burlap.

16 x 16 ins.	24 x 24 ins.	32 x 32 ins.
18 x 18 ins.	28 x 28 ins.	36 x 36 ins.
20 x 20 ins.	30 x 30 ins.	40 x 40 ins.

Mesh Cotton Net Squares, 32 x 32 ins.—Burlap Strips

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Made for personal use.

Send for catalog.

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Already famous for use on Azaleas and Camellias—Fast becoming the leading plant-food for use on Magnolias, Hollies, Gardenias, Rhododendrons, Kalmias, Tea Olives, Blueberries, Tuberous Begonias, Fuchsias, etc.

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**The RELIANCE FERTILIZER CO.**  
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### THE ROSS ROOT FEEDER PREVENTS WINTERKILL

Be glad next spring that you sold Root Feeders this fall.

*Write us today about our complete merchandising program.*

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**Save Your Trees from Old Man Winter**

Damage by ice and wind often can be avoided or the effects lessened with use of correctly designed pruning tools, bracing materials and tree wound dressing.

**POLE TREE TRIMMERS**  
No. 1B Wire Pull or No. 1W Rope Pull—compound lever, easy cutting) 6-ft. pole. Other lengths up to 16 ft.

**POLE SAW** No. 44—(16-inch curve saw cuts freely; 8 ft. Other lengths.

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### GOODRICH BUDDING STRIPS

Do not get "caught short" when budding time is here next summer.

Order now and give us a shipping date to be sure your Budding Strips will be on hand when needed.

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### ALUMINUM TAGS (All-weather)

3½" x ¾"

- Patented cardboard backing permits easy embossing with ordinary lead pencil.
  - Heavy eyelet. Copper-wired.
  - Attractive silver Aluminum, backed with yellow cardboard.
  - Inexpensively priced:
- |                |         |               |        |
|----------------|---------|---------------|--------|
| 1000 for . . . | \$14.00 | 250 for . . . | \$5.00 |
| 500 for . . .  | 8.00    | 100 for . . . | 2.50   |
- Write for samples.*

**BERRYHILL NURSERY CO.**  
P. O. Box 696 Springfield, Ohio

### Dutch and Domestic **BURLAP**

**J. SHORE & CO.**

Est. 1925

**101 Second St.  
CHELSEA, MASS.**

ational joint summer meeting. This, and a move by Larry Krause, which everyone seconded in practically one voice, that thanks be expressed to Bill Stewart for the wonderful entertainment offered, closed the morning session, and everyone left to meet again at Malmo Nurseries for a smorgasbord lunch.

There were the same number for luncheon as there were the evening before for dinner—152.

The joint meeting resumed in the afternoon in one of the meeting rooms at the Malmo firm when President Leamer rapped for order and introduced Brian Mulligan, director of the University of Washington Arboretum, Seattle, who showed color slides of test material grown at the arboretum. Mr. Mulligan described the plants and shrubs shown, most of which he suggested might be investigated by nurserymen in search of unusual and different plant material to offer their clients.

#### Nurseryman-Architect Cooperation

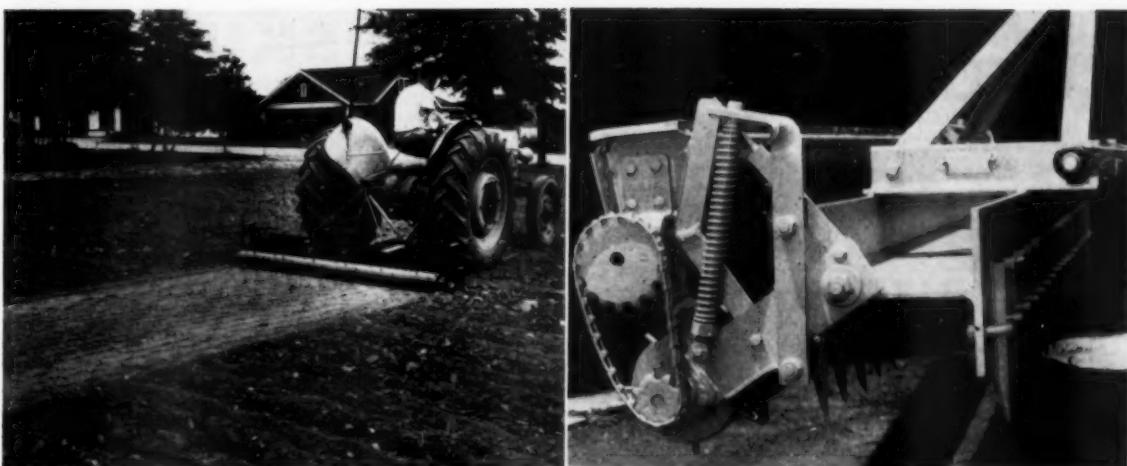
Arnold G. Gangnes, well-known northwest architect, asked why nurserymen and architects do not know each other. A contemporary architect plans his house from the inside out, because theoretically, at least, the family has more leisure for living and more interests and the home is needed for more than mere residence.

Landscaping used to be reserved for the wealthy, but now is considered part of the planning of every house, the placement of plant material being supplemental to the natural outlook which fuses the house to the land. A house floating in a bed of petunias is too out-of-date to consider. The landscape man should work with the architect to create an outdoor living room contiguous to the indoor areas.

Nurserymen and architects should ask the property owner to allow an additional loan in order to give the owner a finished job. Landscape architects, nurserymen and architects should work together. As the first step toward this progressive ideal, they should meet together and learn each other's standards, problems and needs.

Election of officers for the forthcoming year followed, with the results that were given before.

Larry Krause recommended the nomination of two additional advisers for portions of the state that are not at present represented. Harley May, May Nursery Co., Yankima, was nominated adviser from the southeast portion, and Windsor



## THE GILL SOIL PULVERIZER

### SCARIFIES — LEVELS — PULVERIZES

#### HAND RAKING IS OUTLAWED : THE GILL SOIL PULVERIZER TAKES OVER

After years spent in landscape work and all the equipment purchased that could be used in preparing a seedbed for lawn work, we reached the point of quitting the business on account of labor conditions. But after building the reputation of leaders in this type of work in our section, we gave it second thought.

We decided to build a machine that would do the finished grading and at the same time prepare a well-pulverized, smooth seedbed. We were successful and now are operating our landscape department at a nice profit and are passing it on to you.

Note the photograph. The ground was plowed with a tiller when it was dry and you see the results obtained from one operation, but the next operation on a 45 degree is the one that will please you. Why use the old method of back-breaking hard labor when you can sit on the tractor and obtain a seedbed as smooth as the floors in your house at one-tenth the cost?

Manufactured by **GILL MANUFACTURING CO.** (J. F. Gilreath, Mgr.)  
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Phone: 8596

CHARLOTTE, N. C.

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Bond, Vancouver, Wash., as adviser from the southwest part of the state. Vic Mix, Vic Mix' Campus Nursery, Seattle, was nominated as adviser for the Puget sound area.

Nominations of Mr. May and Mr. Bond will have to be confirmed at the winter meeting, when the amendment adding two additional advisers will be presented for passage.

With the two additional members there will be a total of five on the board of advisers. They will serve two years and meet four times a year in different sections of the state. They will also act as a membership committee to sell the advantages of membership in the W. S. N. A. and the A. A. N. in their districts to help keep these bodies at a continuing vigorous rate of growth.

**NORBY BALZER**, landscape architect of Spokane, Wash., is making his second trip to Mexico, where he will take color motion pictures of private Mexican gardens and landscape plantings.

**JOSEPH DETLOFF**, Detloff's Nursery, Seattle, Wash., spoke at a recent meeting of the Kennydale Garden Club, on "Bulbs for the Garden and Evergreens that Should Be Planted Now."

## ARROW/NAMSCO PEATS = SALES REPEATS



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"HOLLANDIA" BURLAP  
SQUARES  
REED MATS  
for Coldframes  
Write for Prices  
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## THE NEW MODEL B LINDIG SOIL SHREDDER

*The World's Finest*

Improved performance with

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- Increased Capacity
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Write for descriptive folder and prices  
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## GREENHOUSE AND NURSERY SUPPLIES

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Made of cow manure; plant eats pot.  
2-in. \$2.75 per 100; 2½-in. \$3.25 per 100;  
3-in. \$3.75 per 100. Postpaid. Bulk prices, \$18.00  
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Allen's Int. Bone Meal, 2½ per cent N. 20  
per cent P.A. 43.70 per cent B.P.L. \$45.00 per  
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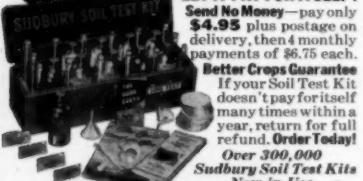
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If your Soil Test Kit doesn't pay for itself many times within a year, return for full refund. Order Today!

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LABELS PRINTED TO ORDER

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DERRY VILLAGE, N. H.

## CALIFORNIA CONVENTION

[Continued from page 8]

Clarke, W. B. Clarke & Co., San Jose; Ray Hartman, Leonard Coates Nurseries, Inc., San Jose; Lynn Mossholder, Mossholder Nursery, El Monte, and Norman Springer, Bandidi Fertilizer Co., Los Angeles.

Convention business chores were forgotten Wednesday in celebration of the annual play day. Paul Shepp, Shepp's Shade Gardens, Pasadena, led a few hardy souls on an early fishing expedition to the deep waters in and around the bay. Bert Kallman, Kallman's Gardens Nursery, Santa Barbara, won the trophy with the largest catch of the day—an 18½-pound sea bass. As usual, the biggest ones got away.

Ping-pong, croquet, golf and horseshoe tournaments were staged in the morning. Prizes and trophies for the winners were held over for awarding at the president's banquet Thursday night.

Highlight of the play day schedule proved to be the authentic Hawaiian luau, staged in the Casino ballroom amidst tasteful tropical decorations arranged by Frank Ishida, Uneeda Garden Nursery, South Gate. Tall palm fronds encircled a table loaded with island delicacies served to the guests in a cafeteria style. Gourmets among the group voted this to be the outstanding attraction of the convention.

Through the efforts of Jack Evans and Arthur Freed, a preview movie was shown, following the luau. MGM studios, with whom Mr. Freed is associated, sent over a brand-new print, entitled "Fearless Fagan," an appealing little story of a young army private and his pet lion, Fagan.

### A. A. N. Meeting

Eighty-three members and guests of the American Association of Nurserymen met Thursday morning at their annual conclave to launch the convention's final day. Presiding officer was Clyde Stocking, Stocking's Rose Gardens, San Jose, regional director of the A. A. N., who occupied the chair in place of the late Bill Clark, 1952 president of the California chapter.

Dr. Richard P. White, executive secretary of the A. A. N., delivered a report on the subject, "Problems to Be Faced in the Future."

"Group action through the cooperation of the national and state organizations is necessary in solving these problems," he said. According to Dr. White, the problems are increased postal rates, particularly in

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(and in most instances less)  
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the second and third-class groups; international plant quarantines; tax relief on the basis of depletion allowances for soil sterility, and, finally, attacks on the industry by city and municipal zoning laws in regard to nursery locations. The last-named is more in the nature of an interpretation of what constitutes a nursery. Court action is being instigated to clarify this matter.

The chapter agreed to a pre-convention meeting of the delegates for the 1953 conclave. This group will receive instructions from the chapter. Selection was made of the delegates and alternates for the 1953 convention at New York. Chosen as delegates were Jim Wilson, Bert Kallman, Jack Evans and John Armstrong, Jr., Armstrong Nurseries, Inc., Ontario. Alternates chosen were Ray Hartman, Leonard Coates Nurseries, Inc., San Jose; Jack McDonnell, McDonnell Nursery, Oakland; Martin Usrey, Monrovia Nursery Co., Monrovia; Franklin Wilcox, Keeline-Wilcox Nurseries, Montebello; Dave Stump, Armstrong Nurseries, Inc.; F. C. Tomlinson, Select Nurseries, Whittier, and Lynn Mossholder, Mossholder Nursery, El Monte.

J. Awdry Armstrong, Sr., Armstrong Nurseries, Inc., Ontario, announced the convention sites for future years to be: 1953, New York; 1954, Minneapolis; 1955, Toronto, with Los Angeles and Seattle bidding for 1956.

Willis Stribling, Stribling's Nurseries, Merced, secretary for the California A. A. N. chapter, exhibited a few of the many merchandising aids and sales promotions developed by the national office. At the close of the meeting, Herman Sandkuhle was elected as president of the chapter for 1953, with Jack Evans as vice-president, and Mr. Stribling won re-election as secretary.

Adjourning to the Casino, the Thursday morning business session opened with an explanation of the bedding plant marketing order by Jack Mather, secretary of the Bedding Plant Advisory Board, representing 230 members of the industry in California. The purpose of this order is to insure the grower of at least a fair trade price. Bob Randall, of the Jordan Advertising Co., outlined publicity plans for the promotion of bedding plant sales.

#### Need for Salesmanship

"Selling is thinking" was the main theme of a dynamic talk by Channing Jones, of the California Spray Chemical Corp., Richmond,

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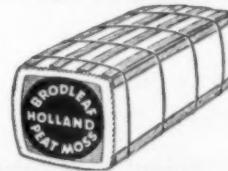
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1-oz. pkt.	10c—72 to cs. wt.	7 lbs. \$ 4.80 case
3-oz. can	25c—36 to cs. wt.	6 lbs. \$ 6.00 case
7-oz. can	50c—24 to cs. wt.	14 lbs. \$ 8.00 case
1-lb. can	\$ 1—12 to cs. wt.	16 lbs. \$ 8.00 case
10-lb. drm.	\$ 8—individually packed	\$ 5.35 each
25-lb. drm.	\$ 15—individually packed	\$ 10.00 each
50-lb. drm.	\$ 25—individually packed	\$ 16.67 each
100-lb. drm.	\$ 40—individually packed	\$ 26.67 each

1 lb. makes 100 gallons liquid plant food.

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EAST PATCHOGUE I. L. I., N. Y.

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Suitable for Labeling  
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Since 1840  
**TWINE and CORDAGE**  
For all nursery requirements.  
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Letterpress and offset printing. Write for free samples and prices.

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SINCE 1867 PITTSVILLE, MD.

in reviewing his subject, "The Need for Salesmanship in the Nursery Industry." He pointed out the tremendous scope of the present and future California market. "The present population of this state is now over 11,000,000," continued Mr. Jones, "with some 1,750,000 homeowners as prospective customers. In the next few years, experts predict that more than 7,000 acres now devoted to agriculture will be plowed under for home sites."

In order to meet the competition for the consumer's dollar, Mr. Jones outlined the following principles for the nursery retailer to utilize: 1. Better store layout to encourage impulse buying. 2. Duplication of product displays. 3. Quick elimination of slow-moving items. 4. Thorough knowledge of the products. 5. Development of new uses for older plant material. 6. Selling of the eventual effect, by pointing out the future picture of beauty and color about the home. 7. Reduction in the selling time. 8. Effective use of available literature to encourage tie-in sales. 9. Slanting your advertising to fit one's own particular problems. 10. Enthusiasm in selling.

Summing up his remarks, Mr. Jones stated, "Find out what the people want most and see that they get it."

**Report on Directors**

Dave Stump, reporting upon the action of the board of directors, advised that progress had been made on the following projects: 1. A revised and enlarged membership book, listing firms both alphabetically and by chapter. 2. Increased membership refunds. 3. Revision of the personal property tax charges. 4. Selection of convention site two years in advance. 5. Establishment of scholarships at California Polytechnic College at San Dimas and San Luis Obispo and the Davis branch of the University of California. 6. The merchandising and public relations program. 7. Various insurance plans. 8. Additional aid from the state bureau of nursery service. 9. Recognition of the capable leadership of President Sandkuhle and Executive Secretary Elmer Merz.

Dr. Richard White outlined the A. A. N. "Plant America" program, which has received the close cooperation of 22 state governors and 35 sponsors. He urged membership in the national organization in order to take advantage of the opportunity of increasing sales through the association's services. Work is progressing on raising the advertising and packaging standards for the industry, ac-



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"Rite in the Rain"**

**WATERPROOF  
TREE AND PLANT LABELS**

"Rite in the Rain" waterproof tree and plant labels have been tested by nurserymen and proved superior—easy to read—easy to use—longlasting. Ordinary pencil will not wash off and the labels will not damage plants and trees. Send for samples and prices.

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BROWN'S POINT, TACOMA, WASH.  
Trade mark registered U. S. Pat. Office

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Professional Landscape Plans  
Individually Designed by Experts  
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Landscape Architects

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cording to Dr. White. Color slides showing A. A. N. office operations completed the morning's business sessions.

Thursday's luncheon featured the introduction of the general committee members by General Chairman F. C. Tomlinson. Those receiving recognition were activities, Ernie Bordier, Bordier's Nursery, Covina; catering, Pressley N. Jones, group insurance representatives; decorations, Frank Ishida; special prizes, Martin Usrey; entertainment and speakers, Dave Cunningham, Descanso Distributors, Inc., Chino; publicity and souvenir program, Ed McNeill, Tuttle Bros. Nurseries, Altadena; registration and finance, Lynn Mossholder; reservations, Bob Weidner, Buena Park Greenhouses, Buena Park; ladies' program, Margaret Tomlinson. Jim Meadows, manufacturers' representative, was also introduced.

Speaker at the luncheon was a naval hero of World War II, Rear Adm. Leslie E. Gehres, USN (ret.), at present executive vice-president of Constitutional Foundation, Inc., who strongly urged America to return to the constitutional form of government. His title, "Against All Enemies Whosoever," was directed toward enemies from within who, he stated, were seeking a government by edict and declaration rather than one by and from the will of the people.

Thursday afternoon's extended business session began with a moment of silence in memory of Bill Clark, L. B. Sorenson, Clark Day and the son of Pete Dangermond, of Redlands. Dick Plath, of H. Plath & Sons, San Francisco, who shot color movies of the entire convention, announced that this reel would be available for chapter showings during the coming year.

#### Select 1953 Convention Site

Hoberg's Resort, a famed vacation site in Lake county, California, close to Clear lake, was selected as the site of the 1953 convention. Charles Prickett, of the Redwood Empire chapter, proffered the invitation, which was unanimously accepted. A proposal to select the location two years in advance is under consideration by the board of directors in order to provide the host chapter with more time for preparation. San Diego, Arrowhead Hot Springs, near San Bernardino, and Santa Barbara formally bid for the 1954 conclave.

Climax of the convention came Thursday night with the staging of the annual president's banquet and ball. Max Reed's Islanders provided



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HANDLES 40-inch BALL—1500 lbs.

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- Equipped with three 4-ply 16-inch tires.
- Over-all width, 45½ inches.
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Plate Book for Northeast and Midwest. Illustrates in full color 235 standard nursery items, brief descriptions. Price, \$1.25 each in small lots.

## Northwest Plate Book

Developed for Minnesota-Dakota area, \$1.25 each.

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Nicely illustrated, 48 pages and cover. Price, 30c each in small lots.

## Correct Planting Methods

A pocket-size, 48-page booklet. Very complete but concise information, well illustrated. Helpful in preventing claims for dead stock that cost nurserymen money. Sample, 10c. Write for discounts on quantities.

## Evergreen Folder

Popular items in full color. Price, 12c each in small lots.

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Also in full color, 10c each.

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—J. L. Moreau, Jr., N. J.

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45 beautifully illustrated lessons. Landscape gardening for homes, estates, parks, cemeteries. FREE lifetime consultation service, 36th year. Successful graduates throughout the world. Write today for free catalog.

Francis A. Robinson, president, is a partner of Robinson & Parnham, member of American Association of Nurserymen in active professional landscape practice for 41 years.

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the music for dancing early in the evening, during dinner and after the program.

A comedy note was added during the evening as outgoing President Sandkuhle was inducted into the exclusive organization, Los Posados, or, as interpreted by Harry Marks, of Germain's, the "has-beens," the past presidents.

At the close of the banquet, J. Awdry Armstrong assumed command as master of ceremonies, first introducing Martin Usrey, who distributed the many prizes and awards to the tournament winners.

These were ping-pong, Paul Little, Pacific Guano Co., Los Angeles, and Mrs. Bob Kallman, Santa Barbara; croquet, W. W. Waters, Waters & Sons, Ontario; horseshoes, Harvey Ehlers, Garden Nursery, Culver City, and fishing, Bert Kallman. Winner of the first leg on the Pressley Neville Jones perpetual golf trophy, along with a second cup for the 1952 tournament for low gross honors, was Jack McDonnell, McDonnell Nursery, Oakland. Earl Campbell, Ferry-Morse Seed Co., San Francisco, won the low net prize.

Both the major special awards went to northern delegates; the R. L. Chacon Chemical Co. deep-freeze unit along with a \$50 note for groceries was won by Mrs. Charles Prickett, of Santa Rosa, while the magnificent American Container Co. television set will soon grace the living room of Mrs. Clarence Vaughan, of Woodland.

Among mingled emotions from the audience, manager Ray Hartman accepted the Neal MacLane trophy in behalf of the winning Yankee baseball team from the north.

## Accepts Achievement Award

"Fellow nurserymen, I was just doing something I liked to do," was the comment of a grand old man of the horticultural world, Edward Owen Orpet, upon accepting the Pacific Coast Nurseryman achievement award for outstanding service to the nursery industry. The smiling 90-year-old retired Santa Barbaran, who spent over 70 years of his life as a cactus and orchid breeder, orchardist and until recently superintendent of parks in the Channel city, received the gleaming trophy from John S. Armstrong, retired head of Armstrong Nurseries, Inc., and 1951 winner. Other previous recipients were W. B. Clarke and Hugh Evans. As Bert Kallman, award chairman, stated in introducing Mr. Orpet, these four men represent over 350 years of service to horticulture.

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PROTECTS EVERGREENS,  
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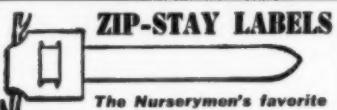
Now is the time to order "Dutch" squares. We offer highest quality at very low prices.

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Samples and prices upon request.

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Collector of past due notes and accounts any place in the United States and foreign countries—Rates as below:

18 per cent on first \$300.00.  
10 per cent on next \$200.00.  
10 per cent on amount above \$500.00.  
Minimum Commission, \$9.00, except on claims \$18.00 or less, 50 per cent.

Where suit is necessary a minimum suit fee of \$7.50 is added, but in no case is the fee more than 50 per cent.

### NO COLLECTION—NO CHARGE

Freight bills not over two years old checked for 35 per cent of any amount found. Nothing found, no charge. It takes just three cents to mail your claims. We do the work and furnish postage.